Trade and Industry

15 October 1976 35p

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Trade and Industry

15 October 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection

News for exporters is found each week in our regular trade features – Overseas trade news and European community news – and usually also in the statistics section. This week we published our annual article on British construction work overseas.

Trade and Industry

Incorporating the Board of Trade Journal

Volume 25 no. 3.

Pages 129 to 184. 15 October 1976.

Price 35p. Net subscription post inclusive, £24.99

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Subscriptions: HMSO PO Box 569, London SE1 01-928 6977 ext. 472

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The Editor regrets that due to a continuing industrial dispute within the printing industry, some material intended for this issue has been omitted or held over.

Home news

Improved regional incentives for service industries

Alan Williams, Minister of State for Industry, has announced that improved financial assistance under section 7 of the Industry Act, 1972, is being made available from 11 October to encourage the growth of employment in service industries, including offices, in the assisted areas. The revised grants payable to employers are as follows:

1 The fixed grant for each employee moving with his work to the assisted areas (up to a total of half the jobs created in these areas) goes up from £800 to £1,500.

2 There is an additional grant of £1,000 in development areas and £1,500 in special development areas for each job created.

3 Rent relief grants for office premises of up to three years in intermediate areas, five years in development areas and seven years in special development areas. Equivalent grants may be given where premises are purchased or built by employers.

Eligible projects may also qualify for loans at concessionary rates of interest or for interest relief grants towards capital expenditure other than on accommodation.

To qualify for this assistance, projects must have a genuine choice of location between the assisted areas and elsewhere and must provide at least 10 new jobs in the case of projects moving to the assisted areas or 25 new jobs in the case of new projects or projects expanding in those areas.

This improved assistance is intended to promote the growth of service industry jobs in the assisted areas and to provide a more balanced employment structure there. It is also hoped that the greater facilities provided by the growth of service industries in the assisted areas will make those areas more attractive to projects from other industries including manufacturing. At present, the assisted areas include most of the areas of highest unemployment in Great Britain.

Service industry projects are those classified under orders XXII to XXVII of the Standard Industrial Classification which include transport and communications; distributive trades; insurance finance and business services; and professional and scientific services. Company offices and research and development units need not be classified as service to be eligible for this assistance but they must be capable of separation from the associated manufacturing activities which they serve.

In the past, new service industry projects qualified only for loans and interest relief grants on capital expenditure. Now projects with a genuine choice of location between the assisted areas and elsewhere will benefit from these grants, as well as projects actually moving into the assisted areas.

State should 'assume the role of entrepreneur' in Northern Ireland

The Northern Ireland Economic Council, at a meeting today under the chairmanship of the Secretary of State, Roy Mason, is considering the 'Review of economic and industrial strategy' by four civil servants headed by Dr George Quigley, permanent secretary, Northern Ireland Department of Commerce.

The report, published today, recommends state manufacturing projects for West Belfast, Strabane, Newry and Fermanagh. The economy was exceptionally dependent on the public sector, which provided 180,000 jobs or 36 per cent of the workforce compared with 30 per cent in Britain. It was inevitable that the state should assume the role of entrepreneur.

The report suggests that the state manufacturing sector might generate 1,500 jobs a year and recommends a recruitment subsidy of £20 a week linked to the expansion of the workforce.

Among other recommendations are: reduced electricity and gas charges for industrial and commercial users; new incentives to attract 'blue chip' companies to areas of high unemployment; construction of a petrochemical plant for the man-made fibre industry; and possible adoption by the European community of the province as a region with special problems.

Suggested aids to industry include selective assistance to firms where jobs are threatened by increasing transport costs, and a tax holiday on export profits, including profits on sales to Britain.

The report, initiated by the former Secretary of State, is a discussion document. In a preface Mr Mason refers to 'tight constraints on public expenditure' but says the report would help decide 'where we are heading, whether we should change course and if so, how'.

Film industry wants £2.5m television levy

The television industry should pay a levy yielding between £2¼ million and £3 million a year to aid the British film industry.

This recommendation is made again by the Cinematograph Films Council in its annual report to the Secretary of State for Trade for 1975-76, laid before parliament on 13 October.

The television authorities should also voluntarily restrict the showing of cinematograph films on television to certain days and certain hours to reduce competition with the cinema, the council reaffirms.

The council made the recommendations two years ago, and later reported that after discussions with the television authorities at the request of the government, it did not believe voluntary agreement was possible.

The number of screens licensed at the end of 1975 was 1,576, a decrease of 14 in the number licensed at the end of 1974 (1,590). The 1,576 licensed screens were situated at 1,140 locations, which included 256 complexes with a total of 692 screens. This represents an increase of 33 complexes over the total at the end of 1974 (223) and an increase of 99 screens in complexes (593 at the end of 1974).

During 1975 133 screens closed; 15 closures were seasonal. Seventy-seven new screens, including 67 in multi-cinema complexes, opened during 1975.

Giro to increase cash withdrawal limit to £50

The Post Office proposes to improve the facilities for cashing Girocheques for personal-account customers holding guarantee cards.

The limit for cashing a cheque would be raised from £30 to £50 at the post office named on the guarantee card. The existing £30 limit would be retained for encashment at other offices.

Giro has referred its proposals for this improvement and for a few selected increases in fees from next January for consideration by the Post Office Users' National Council.

The fee increases would affect only those personal-account customers who do not have

their pay or pension credited direct to their accounts. The fee for cashing a Girocheque would be increased from 8p (introduced in July 1972) to 10p. A surcharge of 4p would be raised on each debit transaction on any day on which the opening balance on the account was less than £40. The charge for non-account holders making payments at post offices into Giro accounts would be raised from 15p (introduced in September 1975) to 17p.

Clearance of merger proposals

Roy Hattersley, Secretary of State for Prices and Consumer Protection has decided, on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Nottingham Manufacturing Co Ltd and George Spencer Ltd.

EMI Ltd and Nuclear Enterprises Ltd.

APV Holdings Ltd and Hall Thermotank Ltd.

The Kay Organisations Ltd and Henley Forklift Truck Group Ltd.

Newcastle firm begins £4.5 million redevelopment

A contract worth £2.5 million has been placed by Vickers Ltd for building this new factory for Michell Bearings at Newcastle upon Tyne. The project will be assisted by a regional development grant at the special development area rate of 22 per cent. The factory will form part of a two-year £4.5 million redevelopment of the Michell works at Scotswood Road in the heart of Newcastle. The expansion offers the prospect of 200 extra jobs by 1981. Michell manufactures whitemetal-lined bearings for marine and industrial applications.

Government factories in Brighouse and Longbenton

Two new advance factories for the Department of Industry are being built by the English Industrial Estates Corporation. They are at Brighouse and Longbenton.

A contract worth about £73,000, which includes site development works, has been awarded to F. P. A. Finnegan Ltd of Sheffield for a 450m² (5,000 sq ft) factory at Armytage Road, Brighouse, West Yorkshire. Architects are Hadfield, Cawkwell, Davidson and Partners of Sheffield and quantity surveyors are Turner and Townsend of Leeds.

Work should start towards the end of October and the premises should be ready next April. Inquiries about purchase or lease should be made to the Regional Director, Department of Industry, Yorkshire and Humberside Region, Priestley House, Park Row, Leeds (tel Leeds (0532) 443171.

At Longbenton, Newcastle upon Tyne, a contract worth over £150,000 has been awarded to Balfour Beatty Construction Ltd of Newcastle for a 1,350m² (15,000 sq ft) advance factory. Architects are Sir Frederick Snow and Partners of Newcastle and quantity surveyors are Davis Belfield and Everest of Gateshead.

The premises should also be ready by next April.

This is the third government factory being built at Longbenton. The others are a similar unit of 1,350m² and one of 2,250m² (25,000 sq ft).

Inquiries regarding purchase or lease should be made to the Regional Director, Department of Industry, Northern Region, Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR (tel Newcastle (0632) 27575).

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ENCIRCLE TI 220 ON PAGE 183 FOR FURTHER INFORMATION

Extended radar coverage for Channel Navigation Information Service

'The Dover Strait is now one of the most orderly as well as one of the most busy shipping traffic lanes in the world', said Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, at Dover on 8 October.

The minister was visiting the Dover Strait Operations Centre of HM Coastguard at Leathercote Point, St Margaret's, to see new radar equipment in operation. The new installations (at St Margaret's and Dungeness) extend the range of the Coastguard's 24-hour watch on the Dover Strait from an arc of some 20 miles to an area some 75 miles long and 25 miles wide.

Mr Clinton Davis drew attention to the fact that, since the CNIS was set up in 1972, the number of 'rogue' ships (those not observing the traffic separation scheme) and of collisions in the Strait had fallen. 'The number of offending ships during the first half of 1976 averaged only 16 a day, almost half the 1974 number. The new facilities should, we hope, continue this trend.'

Mr Clinton Davis announced that work would start shortly on a new operational headquarters for the CNIS and the Divisional Coastguard Rescue Headquarters. The site is a former gun emplacement at Langdon Battery above the eastern arm of Dover Harbour. The new building should be completed by mid-1978.

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, examines HM Coastguard's new radar installation at St Margaret's, Leathercote Point, Dover. With him is Capt Richard Emden, inspector, HM Coastguard, Dover Strait. Picture by John Lurcook, Department of Industry photo unit.

Background

A traffic separation scheme in the Dover Strait came into effect in June 1967; it was extended and modified in April 1972. Through traffic in the Strait keeps to the right: ships proceeding north-eastwards use the traffic lane on the French side; those south-westwards use the English side. Two-way traffic is permitted in the inshore zones between the traffic lanes and the coasts, but use of these zones by through traffic will be discouraged when the new collision regulations come into force in July 1977.

The Channel Navigation Information Service (CNIS) was set up by the British and French Governments in 1972, following a multiple collision in January/February 1971 of four vessels which cost 51 lives. It keeps a 24-hour radar watch on the Strait, giving twice-hourly VHF radio broadcasts of navigational information and warning shipping of 'rogue' vessels which the radar shows up disregarding the traffic lanes. The frequency of transmissions is increased to four an hour in conditions of poor visibility. The British CNIS is the responsibility of HM Coastguard, and provides a watch on the Strait from approximately the NE Sandettie Buoy to Beachy Head and 25 miles out to sea. A complementary French service operates from Cap Gris Nez.

When new international collision regulations enter into force on 15 July 1977, the observance of traffic separation schemes adopted by IMCO – including the Dover Strait Scheme – will become mandatory for vessels of all contracting states. (Although the observance of such traffic separation schemes had been recommended by IMCO since 12 October 1971, only Belgium, Canada, Denmark, Federal Republic of Germany, Greece, Liberia, Norway, Saudi Arabia, Spain, Sweden and the UK have made it mandatory for ships of their countries to conform to traffic separation schemes adopted.)

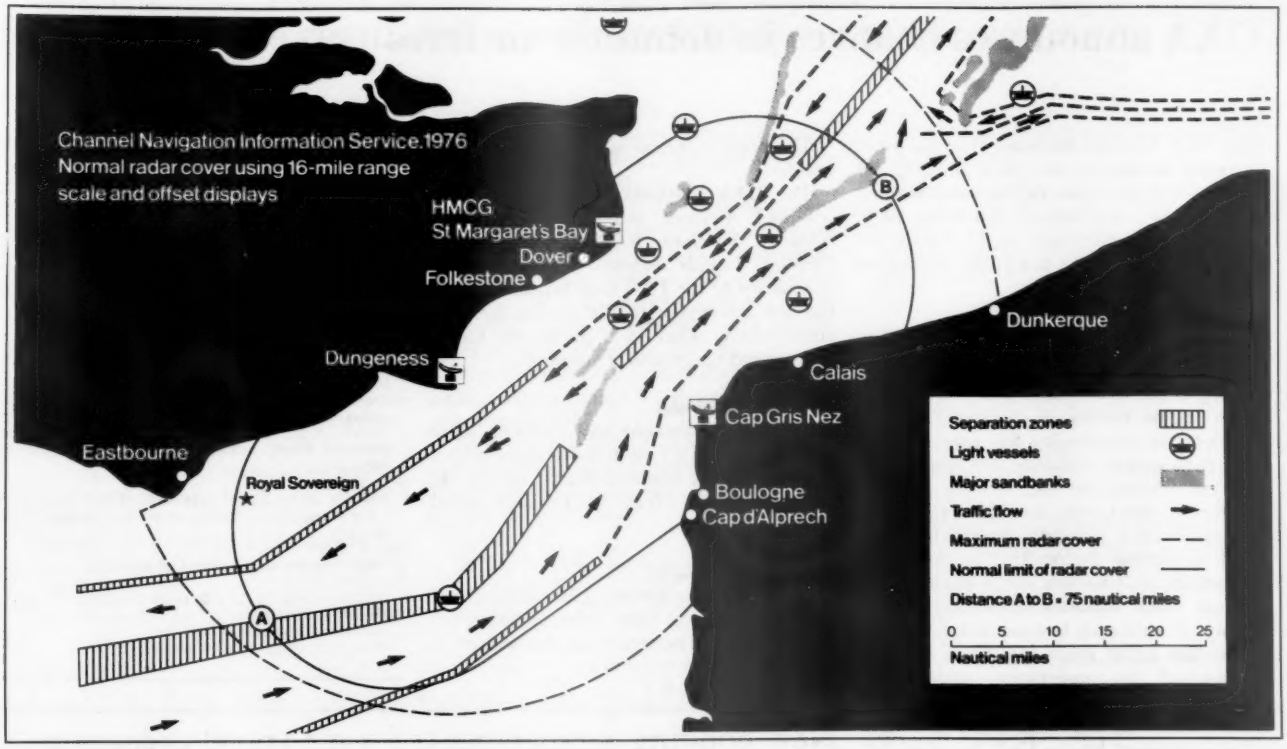
The number of 'rogue' ships disregarding the traffic separation scheme, whether proceeding against the traffic flow in a lane or crossing lanes at all angles instead of at a right angle, has dropped steadily from nearly 12,000 in 1974 and 9,000 in 1975 to around 3,000 in the first six months of this year.

At the same time, the number of actual collisions has fallen, from 13 in 1971 to seven in 1974 and five in 1976 (up to 23 September).

Coastguard station at Leathercote Point. It is the heart of the Channel Navigation Informasation Service.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.



Technical details of the new radar installation at St Margaret's Bay

The Channel Navigation Information Service, visited by Stanley Clinton Davis on 8 October (see opposite page), is equipped with new radars for the monitoring of traffic in the Dover Strait. These have been supplied and installed by Decca Radar Ltd, on behalf of the Department of Trade. The system is centred on the Coastguard Station at Leathercote Point above St Margaret's Bay. Manned by HM Coastguard, it provides complete coverage of the strait from N.E. of the Sandettie Light to S.W. of the Basurelle. (In broad terms from beyond N. Foreland to Beachy Head, more than 70 n.m.).

The system, based on Decca's Coastal Surveillance Radars, consists of two stations, one at Leathercote Point and the other, unmanned, on the nuclear power station at Dungeness. The radar information is relayed from Dungeness to displays in the central operations room at Leathercote Point by microwave link to Swingate and then by landline cable.

Emphasis has been placed on the detection of targets at long range. During trials carried out by the TX Division of Admiralty Surface Weapons Establishment, 40 ft wooden fishing vessels were tracked up to 18 n. miles without difficulty.

Scanners and transceivers

Each station has a high gain 25 ft scanner with good range performance and a beamwidth of only 0.3° providing high bearing accuracy and discrimination. Each is fed by duplicated 20kW transceivers from the current Decca Solid State range, operating within the Harbour Radar band.

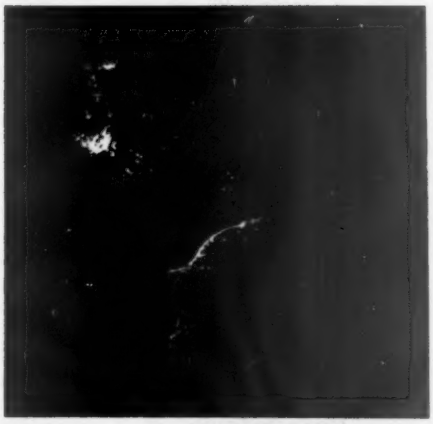
Displays

There are three 16 in fixed coil displays in the central operations room, each of which can present the picture from either radar station, off-centred to make use of maximum display area. The facility is provided for off-centred range and bearing measurement; eg it is possible immediately to give a ship her range and bearing from another ship or from a fixed point. Deccaspot is provided, which displays the internationally agreed channel separation zones in the form of dots on the radar screen.

There are two 12 in off-centreable displays at Leathercote Point – each of which can present the picture from either radar station – for continuous time-elapsed photographic recording of events in the channel. Though not connected with the Channel Navigation Information Service, there is also a 12 in display in the power station control room at Dungeness; this is for use of the station engineers who might have to take action if, for instance, a local accident contaminated water intakes. There are also 9 in monitoring displays at each station.

Transmission from Dungeness

The radar video, trigger pulses and scanner bearing data from the remote radar are multiplexed to provide a composite video signal for transmission to the display system via a Ferranti microwave link and Post Office video landline. The duplicated link transmitter at Dungeness has automatic switching so that either transmitter may feed the single aerial. At Swingate, two receiving aerials are provided for space diversity, each associated with its own receiver. Automatic selection is made of the better signal at the receiver output. This means that no microwave switching is involved and maximum protection is achieved against signal fade or equipment failure. The composite video signal output from the microwave receiver is fed to the landline cable, for onward transmission to St Margaret's Bay where it is decoded for use by the three displays.



P.P.I. picture, (off-centred on the 32 mile scale) from the Decca radar at St. Margaret's Bay Coastguard Station of the Channel Navigation Service. The two points of land are S. Foreland (Dover) and Cap Gris Nez, where the French also maintain a Channel surveillance system. The lines of spots denote the basic Channel separation lanes (southbound traffic keeps to the English side) and also the rectangular separation 'zones', which must not be entered.

CAA announces changes in domestic air fares

The Civil Aviation Authority has approved increases ranging in the main from 4½ per cent to 12½ per cent in United Kingdom domestic air fares from 1 November 1976. This follows applications by 11 British airlines which were heard at a public hearing on 14 to 15 September.

Profitability of trunk routes

The authority has approved further increases in the main trunk route fares (London–Glasgow, Edinburgh, Belfast). The authority's efforts over the last few years to make the trunk routes profitable are now within sight of fruition on the services between Heathrow, Edinburgh, and Glasgow, where the introduction of shuttle services has done much to increase the traffic. The continuing unprofitability, however, of the conventional services from Gatwick to Glasgow and Edinburgh continues to cause concern, while the Belfast trunk route remains a problem because of the underlying situation in Ulster.

In considering the applications the authority is required by the Civil Aviation Act, and the Civil Aviation Policy Guidance, to base its decisions on the costs of efficient operators. As more domestic routes become profitable the authority has to consider whether it is right to grant further increases in fares to high-cost operators beyond the levels that would yield an economic return to low-cost operators.

The authority has also to consider whether it is right to grant increases on routes already profitable, since it could be argued that passengers on such routes were cross-subsidising the passengers on loss-making routes of the same airline. It is clear that in practice short-term cross-subsidisation cannot be avoided within an airline route network where all the routes are not equally profitable. The policy guidance, however, requires the authority to reduce and ultimately eliminate cross-subsidisation of a continuing character.

Profits and the Price Code

The level of profit necessary for an efficient operator to achieve an economic return, which will cover the company's costs, including the cost of capital and of replacing its assets, is unfortunately higher than the present Price Code allows. No applicant, however, was likely to achieve such a return, even at the higher fares sought, and most domestic air services will continue to be operated at a loss.

The authority found, however, that there were two routes where, if the increases sought were granted, the rate of return would be high in relation to the level of profitability which could be achieved by a low-cost operator. On these two routes, London-Aberdeen and Aberdeen-Sumburgh operated by British Airways, the authority has reduced the increases applied for from 7½ per cent to 5 per cent and 12½ per cent to 10 per cent respectively.

The other increases applied for have been granted.

The CAA particularly welcomed British Midland Airways' initiative in proposing Advance Purchase Return fares on their Channel Islands services. This fare is an alternative to the ITX tour basing fare, and has the advantage that the passenger will know exactly what he is paying for his air passage and his ground arrangements.

Gatwick discount

The Gatwick discount will continue at its present level of £2 until more experience is gained. On the Gatwick-Belfast service the discount will in future be available on all flights.

Main fare changes

Full details of the approved fare changes will be published in the Civil Aviation Authority's *Official Record*. The principal changes are as follows:

	from 1 Nov.	Present fare
	£	£
London–Glasgow, Edinburgh, Prestwick		
Tourist one-way	26	24
Special Tourist (Gatwick)	24	22
Shuttle Standby (weekend)	15	14
London–Belfast		
Tourist (Heathrow) one-way	27	25
Tourist (Gatwick) one-way to be available on any flight	25	23
Channel Islands		
Inter-island fares up by 12½%		
UK–CI one-way and excursion fares up 5% from 1 November and a further 5% from 1 April 1977		
Return ITX tour basing fare up by 10% from 1 November		
Advance Purchase Excursion Fares introduced on BMA routes		
Irish Sea		
One-way and excursion fares up 12½%, with exceptions		
ITX tour basing fare introduced at 135% of tourist one-way fare		
Isles of Scilly		
Fares increased by between 4½% and 7½%		
Scottish internal		
Tourist fares up 12½%, with some exceptions		
Other UK internal routes		
No increases on many routes		
Remainder up between 5% and 10%		

New bonding arrangements for air travel organisers

The Civil Aviation Authority has announced that it is now prepared to consider applications for a lowering of the level of bonds required from licensed air travel organisers – from 10 per cent to 7 per cent of annual turnover in the case of members of the Association of British Travel Agents and from 15 per cent to 10 per cent in the case of non-ABTA members.

The authority believes that because of inflation and other factors the present bonding levels have become too high and, by reducing the assets available for normal day-to-day trading, have the effect in some cases of weakening rather than strengthening the companies involved. The authority believes that lower bond levels will make financial failures less likely and therefore provide a more firmly established basis for protecting the interests of passengers booking through licensed air travel organisers.

They say that because the government's Air Travel Reserve Fund is now firmly established, a reduction in the bonding level will not diminish the level of effective protection afforded to customers of firms holding air travel organisers' licences.

Licence holders who wish to provide bonds at the lower level are being invited to apply individually to the authority. Before agreeing to a reduced level of bond, the CAA will need to be satisfied in appropriate cases that the assets released are to strengthen the company's financing of its travel arrangements.

Insurance Companies Act 1974: authorisations

The following authorisations to carry on insurance business in Great Britain were issued by the Secretary of State for Trade under Section 3(1) of the Insurance Companies Act 1974 during the period 1 September to 30 September 1976.

Name of insurer, registered office or address in Great Britain	Country of incorporation if outside Great Britain	Date of authorisation	Class or classes of insurance business for which authorisation was issued
Electrical Contractors Guarantee Insurance Company Ltd, 55 Catherine Place, Westminster, London SW1E 6ET	—	7.9.76	PL

Classes of business

I	Industrial assurance business
LIAB	Liability insurance business
MAT	Marine, aviation and transport insurance business
MV	Motor vehicle insurance business
OLT	Ordinary long term insurance business
PL	Pecuniary loss insurance business
PA	Personal accident insurance business
PROP	Property insurance business

New insurance regulations will protect the consumer

New insurance regulations designed to protect the consumer came into effect on 11 October. They require an insurance salesman to tell the customer in writing of certain links he may have with the companies whose policies he is selling.

The salesman must also disclose whether the recommended insurer is an overseas company which is not authorised to carry on insurance business in the UK.

A spokesman for the Department of Trade said on 7 October: 'People who buy insurance policies through intermediaries sometimes receive advice without also being told of any connections there may be between intermediaries and insurer, which may influence that advice.

'Similarly, they may not be told whether an overseas insurer is subject to supervision by the UK authorities.

'The new regulations are intended to bring these matters into the open, and also to specify how their existence should be made known to prospective policyholders'.

The regulations are intended to provide further protection for individuals and small businesses. They will not apply to insurance effected by major industrial or commercial concerns or re-insurance business; or to insurance business effected with people normally resident outside the UK.

The Regulations are the Insurance Companies (Intermediaries) Regulations 1976 (SI 1976 No 521).

Previous regulations made under the Insurance Companies Amendment Act 1973 – since consolidated by the Insurance Companies Act 1974 – are:

The Insurance Companies (Identification of Long Term Assets and Liabilities) Regulations 1973

The Insurance Companies (Intermediaries) Regulations 1974

The Insurance Companies (Intermediaries) (Amendment) Regulations 1974

The Insurance Companies (Contents of Advertisements) Regulations 1974

The Insurance Companies (Contents of Advertisements) (Amendment) Regulations 1974

The Insurance Companies (Linked Properties and Indices) Regulations 1975

The Insurance Companies (Changes of Director, Controller or Manager) Regulations 1975

The Insurance Companies (Accounts and Forms) (Amendment) Regulations 1975

The Insurance Companies (Valuation of Asset) Regulations 1976

'A time for steady nerves' – Roy Hattersley

'This is not the time to change (still less abandon) the economic strategy which has been so carefully worked with industry and the unions' said Roy Hattersley, Secretary of State for Prices and Consumer Protection, speaking at the annual lunch of the Cocoa, Chocolate and Confectionery Alliance in London on 6 October. Although we were approaching some of our economic goals more slowly than we had hoped, we were making real progress. 'A sudden change of direction would be perilous and preposterous' he said. The IMF loan would be negotiated on the basis of present policies. This was a time for steady nerves and constancy of purpose.

Speaking of the rise in the inflation rate, the minister said that the figure could be held at almost half last year's rate. 'This is only a beginning,' he said, 'but it is, in itself, an extraordinary achievement. After a pause we must and we will move forward again as the new stage of the wage policy works through and new investment improves our industrial productivity'.

Mr Hattersley said that one subject of the revised Price Code was the encouragement of new industrial investment and the provision of sufficient profit to make that investment possible. He was sure that the new Price Code had played a vital part in creating the new atmosphere of an improving investment climate.

Speaking of the Common Agricultural Policy Mr Hattersley said 'I have no doubt that there must be fundamental changes in the CAP. It continues to encourage surplus production; sometimes even institutionalising them. It persists in increasing the prices of products in structural surplus even as it plans for their destruction or cheap export to countries outside the EEC... We want to see a strict restraint on the prices of commodities in surplus production. That will be our constant objective.'

The secretary of state went on: 'The Green Pound keeps some British food prices lower than they otherwise would be. But the EEC must understand and accept that these lower prices benefit both the UK consumer and producers in other member countries who enjoy the easier access to our market. The Green Pound is a highly artificial mechanism. But so is the CAP itself. It is part of that complicated equation by which we seek to balance the interest of producers (and the need to encourage production) with the needs of consumers. As they now stand the Green Pound and the monetary compensation amounts provide a saving of about 7 per cent on British retail food prices. In present circumstances the sacrifice of that advantage cannot even be contemplated.

'That is because our economic policy, and the attack on inflation which is its essential ingredient, must take immediate priority over all things. I repeat that signs of success abound... I do promise you this government's firm resolve to complete the task of building a prosperous Britain. It can be done and we shall not be diverted from the difficult decisions that will ensure success'.

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Price Commission interventions during September

During September the Price Commission rejected seven notifications of price increases from manufacturing and service companies in categories I and II. In another 16 cases the companies concerned withdrew their notifications of intended increases and in 29 cases the extent of the increases was reduced by the commission. See lists below.

Since the beginning of Stage 4 on 20 December 1974, the commission have rejected a total of 281 notifications and modified 1333. Four hundred and seventy-one notifications were withdrawn.

During September, following discussions with the Price Commission, seven distributors in category II agreed to make price reductions amounting to £0.34 million in order to eliminate excess gross or net profits as revealed in their periodic returns.

Following inspection of records kept by enterprises in category III, the commission's regional offices secured the agreement of 107 distributors, eight manufacturers, two service enterprises, four professional enterprises and four construction enterprises to make price reductions amounting to £2.49 million in order to eliminate excess gross or net profits. In addition, the regional offices secured a total of 60 individual voluntary price reductions following investigation of complaints about prices increases.

Notes

The Price Commission may intervene to reject or modify notifications submitted by category I and II enterprises at any time during or after the 28-day period which must elapse before the increase can be implemented.

Announcements about price increases where the Price Commission has not intervened are the responsibility of the company imposing the increase. The inclusion of an item in the lists of rejections or withdrawals does not preclude subsequent re-submission.

In some cases a company may submit a single price increase notification involving a range of products. If some items within the range are subject to intervention, the whole notification, for statistical purposes, is treated as a modification.

Rejections

Company	Product	% increase sought
Category 1		
Chloride Granley Ltd	Contracted hiring and maintenance service of intruder alarm systems	16.00
Category 2		
Colgate-Palmolive Ltd	'Soft and Gentle', 'Ajax', 'Palmolive' and 'Softlan' products	2.70 to 12.73
	Toothpastes	4.44 to 6.67
Lake and Elliot Jacks and Equipment Ltd	Jacks (hydraulic and screw type)	7.50
Mitchell Cotts Airfreight (UK) Ltd	Road transport charges	6.89
The Sanitas Trust Ltd	Shampoos	3.00
Zest Equipment Co Ltd	Heating and ventilating accessories and solenoid valves	14.75

Withdrawals

Company	Products	% increase sought
Category 1		
Bill Switchgear Ltd	Electrical fusegear and switches, distribution panels and boxes	2.50
Euromoney Publications Ltd	Advertising rates	31.82
The Midland Motor Cylinder Co. Ltd	Grey iron castings	5.62
Scaffolding (GB) Ltd	Scaffolding equipment for sale and hire	3.16
Tate and Lyle Refineries Ltd	Sugar products	1.24
Category 2		
Isaac Andrews and Sons Ltd	Animal feedingstuffs	4.27
T. W. Beach and Sons Ltd	Shandy drinks	10.10
	Sparkling drinks	8.47
Bovril Ltd	Dessert white sauce	9.96
	Dessert white sauce	3.27
Devro Ltd	Sausage casings	15.00
Alfred Herbert Ltd	Associated equipment for machine tools	15.00
	Small tools and equipment	17.50
	Instruments and equipment	15.00
Lafarge Aluminous Cement Ltd	Cement	6.50
Sterling Homecare Ltd	'Shamporal' liquid carpet shampoo	22.53
John Thompson and Sons Ltd	Animal feedingstuffs	3.30
Uniroyal Ltd	Golf balls	3.65

Modifications

Company	Product	% increase sought	% increase after modification
Category 1			
Aeroplane and Motor Aluminium Castings Ltd	Aluminium gravity pressure and sand castings	3.33	2.73
Batchelors Foods Ltd	Food products	2.90	2.86
J. Bibby Agriculture Ltd	Animal feedingstuffs	3.16	3.13
Bournemouth Laundry Co Ltd	Laundry and dry cleaning charges	4.50	2.06
British Aluminium Co Ltd	Primary aluminium ingots	£58.38 per tonne	£25.58 per tonne
CPC (UK) Ltd	Cornflour, custard and blancmange products	3.35	2.89
Chloride Granley Ltd	Hiring and maintenance charges	13.50	13.34
GEC Diesels Ltd – Dorman Diesels Ltd	Component parts and service work for diesel power generating sets etc	5.73	4.55
Qualcast (Derby Foundries) Ltd	Iron castings for auto and domestic industries	2.39	2.13
Ruston Diesels Ltd	Diesel engine spares	5.81	5.29
Smart and Brown Engineers Ltd	Electric cookers and relevant spare parts	12.32	12.05
Standard Telephones and Cables Ltd Newport Cable Division	Cables	23.61	14.38
Synthetic Resins Ltd	Synthetic resins	6.70	6.52
Thorn Heating Ltd	Domestic central heating appliances and spares	3.14	3.00
United Glass Containers Ltd	All glass containers	7.51	7.38
Category 2			
Edgar Allen Engineering Ltd	Railway trackwork	10.39	10.38
Coates Bros Ltd	All resins	16.86	16.52
Crane Ltd	Malleable and cast iron fittings	4.22	3.90
The Crown Cork Co Ltd	Tin plate cans	15.21	14.69
Givaudan and Co Ltd	Aromatic chemicals	0.61 to 3.73	0.43 to 3.58
	Aromatic chemicals	7.96	7.80
Hailwood and Ackroyd Ltd	Precision engineering of hydraulic valves and power braking (all original equipment and spares)	5.87	5.34
Lockwoods Foods Ltd	Canned fruit and vegetables	7.44	7.41
MK Electric Ltd	Electrical wiring accessories	7.63	7.50
Reads Ltd	Sanitary cans	15.17	14.91
Security Express Ltd	Commercial cash-in-transit services	14.61	14.28
Spirax-Sarco Ltd	Steam, hot water and compressed air system controls and regulators	4.00	3.93
United Carriers Ltd	Haulage rates	3.05	3.04
Henry Wiggin and Co Ltd	High nickel alloys	8.82	6.83

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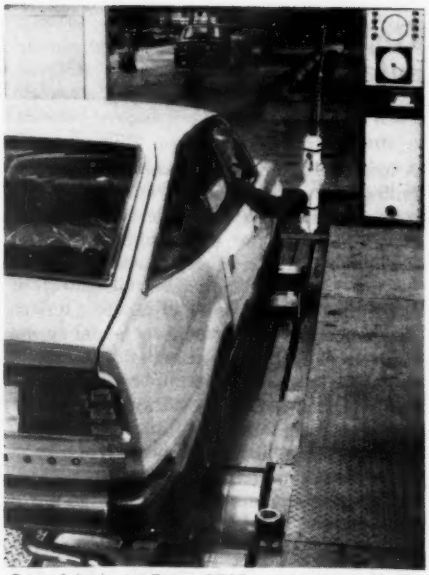


One of the latest Rover 3500 cars is shown here on a Froude roller test plant 'travelling' at an equivalent road speed of 75 miles an hour while functional tests and checks are carried out under what are virtually road conditions. Manufactured by Froude Engineering, a Redman Heenan International company, two of these test plants have been installed in Leyland Cars' new Rover factory at Solihull.

New price limits for bread

The statutory maximum retail prices of bread are to be increased. The new limits, contained in an order laid before Parliament on 7 October by Roy Hattersley, Secretary of State for Prices and Consumer Protection, are necessary because of increased costs and came into force on 11 October. Maximum prices will, with some exceptions according to variety, rise by 1p on large loaves and ½p on small loaves in Great Britain and by ½p more in Northern Ireland.

The order is the Bread Prices (Amendment) (No 2) Order 1976 – SI 1976/1658. Available from HMSO, price 8p, or by post from HMSO, PO Box 569, London SE1 9NH, price 14½p.

The permitted price increases are:

	Pence per loaf	
	Great Britain	Northern Ireland
28 oz standard, non-standard and speciality loaves	1	1½
14 oz standard, non-standard and 8-10 oz loaves	½	1
28 oz cholla and ritual loaves	1½	1½
14 oz speciality, cholla and ritual loaves and 14 oz bread sticks	1	1
42 oz loaves	1	2
56 oz (or more) loaves	2	3

In accordance with the Prices Acts the provisions of the order have been the subject of consultations with interested organisations.

Enforcement is carried out by local weights and measures authorities in Great Britain and by the Department of Commerce in Northern Ireland.

Price regulation orders are also in force for butter, cheese, tea and household flour.

Patents endorsed 'Licences of Right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
21 September 1976		
931,044	Commissariat a L'Energie Atomique	Method of production of a pulsed ion beam and devices for the practical application of the said method.
1,013,755	Commissariat a L'Energie Atomique	B and Y radiation detector
1,025,467	Commissariat a L'Energie Atomique	Method for the continuous measurement of the oxide saturation temperature of a liquid metal and device for the application of said method
1,029,662	Commissariat a L'Energie Atomique	Electron bombardment welding machine
1,035,130	Commissariat a L'Energie Atomique	Evaporator for concentrating radioactive solutions
1,039,303	Commissariat a L'Energie Atomique	An evaporator, more particularly for processing radio active solutions
1,044,496	Commissariat a L'Energie Atomique	Burst can detection system
1,068,969	Commissariat a L'Energie Atomique	Method of separation of uranium from plutonium
1,089,018	Commissariat a L'Energie Atomique	Particle detector
1,089,399	Commissariat a L'Energie Atomique	Master-slave manipulator with articulated arms
1,094,972	Commissariat a L'Energie Atomique	Anion exchanger and method of preparation thereof
1,103,787	Commissariat a L'Energie Atomique	Transit flask for radioactive objects
1,111,959	Commissariat a L'Energie Atomique	Method for the electronic regulation of a plutonium extraction
1,119,623	Commissariat a L'Energie Atomique	An apparatus for checking filtering cartridges
1,130,070	Commissariat a L'Energie Atomique	Electric induction furnace
1,131,080	Commissariat a L'Energie Atomique	Process for the treating of metallic powders or porous products
1,133,300	Commissariat a L'Energie Atomique	Axial-mechanism control rod actuator
1,134,457	Commissariat a L'Energie Atomique	Thermal power plant and method of operation
1,135,974	Commissariat a L'Energie Atomique	Liquid-cooled nuclear reactor
1,136,278	Commissariat a L'Energie Atomique	Device for transmitting electrical measurements
1,136,641	Commissariat a L'Energie Atomique	Device for measuring the leak-tightness of filtering masks
1,141,434	Commissariat a L'Energie Atomique	A sealing system for the rotary plug of a nuclear reactor
1,148,816	Commissariat a L'Energie Atomique	Flask for conveying radioactive products
1,153,237	Commissariat a L'Energie Atomique	A method of selective reduction of plutonium hexafluoride and apparatus for carrying out said method
1,169,322	Commissariat a L'Energie Atomique	Process for making graphitic neutron absorbing articles
1,170,385	Commissariat a L'Energie Atomique	An apparatus for dissolving uranium-aluminium alloys
1,176,128	Commissariat a L'Energie Atomique	Method of positional control of ion beams in mass spectrometers
1,184,121	Commissariat a L'Energie Atomique	Liquid-cooled nuclear reactor
1,188,905	Commissariat a L'Energie Atomique	Nuclear reactor support structure
1,192,697	Commissariat a L'Energie Atomique	Countercurrent exchange column and method of operation of such a column
1,192,901	Commissariat a L'Energie Atomique	Leak-tight support for rotary seal plug
1,199,631	Commissariat a L'Energie Atomique	Filter for hot gases
1,204,050	Commissariat a L'Energie Atomique	A metering wheel liquid dispenser
1,206,334	Commissariat a L'Energie Atomique	Method of purification of trilaurylamine
1,206,377	Commissariat a L'Energie Atomique	Stable free radicals derived from pyrrole, and a method of manufacturing them
1,206,559	Commissariat a L'Energie Atomique	Process for the fabrication of nuclear fuel elements
1,207,838	Commissariat a L'Energie Atomique	Monitoring instrument for detecting beta and gama radiation
1,210,350	Commissariat a L'Energie Atomique	Particle detector
1,211,315	Commissariat a L'Energie Atomique	A detachable terminal head for a pneumatic system for transferring articles
1,211,816	Commissariat a L'Energie Atomique	A method of decontaminating radioactive effluents
1,213,419	Commissariat a L'Energie Atomique	Dioptric system
1,217,598	Commissariat a L'Energie Atomique	Apparatus for producing a pulsated beam of charged particles
1,226,626	Commissariat a L'Energie Atomique	A glass having a base of metaphosphates for dosimeters which are responsive to X-rays, Y-rays and thermal neutrons
1,227,515	Commissariat a L'Energie Atomique	Particle detector
1,239,710	Commissariat a L'Energie Atomique	Method and apparatus for disposal of fission products
1,250,838	Commissariat a L'Energie Atomique	Manipulator control handle
1,253,495	Commissariat a L'Energie Atomique	Portable detector for measuring ionizing radiations
1,255,396	Commissariat a L'Energie Atomique	Method and device for measuring the slope of a pulse leading edge
1,256,981	Commissariat a L'Energie Atomique	Instrument having high dynamic sensitivity for the measurement of direct-current voltages or currents
1,257,866	Commissariat a L'Energie Atomique	Bank of mixer settlers
1,266,468	Commissariat a L'Energie Atomique	A method and device for compensation of parasitic magnetic fields
1,269,029	Commissariat a L'Energie Atomique	Method of preparation of metals in the massive state from their oxides
1,271,665	Commissariat a L'Energie Atomique	A system of generating the fourier transform of a function
1,273,878	Commissariat a L'Energie Atomique	Electric discharge apparatus for emission spectrographic analysis
1,276,229	Commissariat a L'Energie Atomique	A continuous furnace for sintering
1,279,386	Commissariat a L'Energie Atomique	Process for the preparation of a metal or alloy
1,303,746	Commissariat a L'Energie Atomique	A method of grafting vinyl monomers on to polymers, and a device for working the method
1,309,006	Commissariat a L'Energie Atomique	A method and device for producing neutron bursts
1,309,341	Commissariat a L'Energie Atomique	Process for isotopic exchange between hydrogen and an aliphatic amine
1,309,574	Commissariat a L'Energie Atomique	A device for detecting helium leaks
1,310,479	Commissariat a L'Energie Atomique	Nuclear fuel assembly handling system
1,317,356	Commissariat a L'Energie Atomique	A nuclear fuel sub-assembly
1,317,545	Commissariat a L'Energie Atomique	Process for the separation of actinides
1,318,679	Commissariat a L'Energie Atomique	Nuclear reactor
1,320,476	Commissariat a L'Energie Atomique	Improvements in or relating to a liquid cooled nuclear reactor including a neutron flux measurement installation
1,320,834	Commissariat a L'Energie Atomique	Process for making windowless nip structure semiconductor particle detectors, and the detectors thus made
1,321,169	Commissariat a L'Energie Atomique	Improvements in or relating to control-rods for nuclear reactors
1,321,215	Commissariat a L'Energie Atomique	Device for sampling gases in an ultracentrifuge

Number	Grantee	Subject-matter
1,321,345	Commissariat a L'Energie Atomique	Improvements in or relating to machines for the creation of mechanical shocks on a sample or specimen undergoing tests
1,321,538	Commissariat a L'Energie Atomique	A device for indicating rapid radioactive contamination
1,322,110	Commissariat a L'Energie Atomique	A charge-coupled device
1,322,133	Commissariat a L'Energie Atomique	Method and apparatus for localising cracks in cans
1,322,624	Commissariat a L'Energie Atomique	Time interval analyser
1,324,024	Commissariat a L'Energie Atomique	Method for the separation of neptunium and plutonium
1,324,306	Commissariat a L'Energie Atomique	Detection of submerged magnetic bodies, for example underwater wrecks and submarines
1,325,946	Commissariat a L'Energie Atomique	Method for performing welds by the electron beam welding process
1,328,249	Commissariat a L'Energie Atomique	A process for manufacturing porous β silicon-carbide articles
1,328,250	Commissariat a L'Energie Atomique	A process for manufacturing a composite graphite-pyrocarbon-silicon carbide refractory
1,365,238	Commissariat a L'Energie Atomique	A method and device for controlling the position of ion beams in mass spectrometers
1,329,511	Commissariat a L'Energie Atomique	System for forming the fourier transform of a function
1,380,174	Commissariat a L'Energie Atomique	A method for the elaboration of pure or slightly alloyed metals, in their solid state, from their oxide
1,311,107	Commissariat a L'Energie Atomique	Process for continuous separation by gas chromatography on fixed granular beds
1,341,467	Commissariat a L'Energie Atomique	Improvements in protective clothing
1,314,499	Commissariat a L'Energie Atomique	A nuclear reactor installation
1,316,736	Commissariat a L'Energie Atomique	Diffusion apparatus
1,211,528	Commissariat a L'Energie Atomique	Improvements in and relating to protective closures
959,751	Commissariat a L'Energie Atomique	Improvements in or relating to the manufacture of products containing radio-active materials
974,157	Commissariat a L'Energie Atomique	Improvements in and relating to dosimetric glasses
999,362	Commissariat a L'Energie Atomique	Improvements in or relating to the treatment of radioactive solutions
1,011,664	Commissariat a L'Energie Atomique	Improvements in or relating to fission product detectors
1,078,793	Commissariat a L'Energie Atomique	Phosphate glass for X-ray, gamma-ray and thermal neutron dosimeters
1,145,746	The Post Office	Improvements in or relating to linear gauges
1,396,104	The Post Office	Improvements relating to the sampling of digital signals
1,385,782	Rene Yves-Marie Grannec	Incinerators

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patent Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Potentially dangerous electric light bulbs

Further examples of potentially dangerous bulbs have been discovered, the Department of Prices and Consumer Protection announced on 11 October. It is now evident that it is possible for bulbs of virtually any make, whether British-made or imported, to have wires which protrude beyond the solder contacts and thus be potentially dangerous.

The British lamp industry and also some foreign manufacturers have informed the DPCP that, in spite of the stringent electrical, mechanical and visual testing undertaken with the object of ensuring that only safe bulbs are produced and put on the market, the possibility of some bulbs with this defect reaching the shops cannot be ruled out. Bulbs with protruding wires reported to the department recently are British-made Osram and Tidylight bulbs and also bulbs of Czechoslovakian manufacture under the brand name Tesla. Other brands were mentioned in *Trade and Industry* of 8 October. But in the light of the information now available, it would seem wise for members of the public when purchasing light bulbs of any manufacture or origin to examine them carefully to ensure that wires do not protrude beyond the solder contacts. Visual inspection will reveal their presence. Dealers should make similar checks since the sale of bulbs with this fault is illegal. When bulbs are removed from existing lighting fittings the electricity should first be switched off at the mains.

Despite the difficulty of ensuring absolutely that no bulbs out of the many millions produced have this fault, the department has already consulted the manufacturers concerned about the practicability of improving quality control procedures and has received assurances that appropriate measures are being taken to ensure that only safe bulbs are released for sale.

Notes

It is an offence under the Electrical Equipment (Safety) Regulations 1975, made under the Consumer Protection Act 1961, for any manufacturer, importer, wholesaler or retailer to sell a bulb having a projecting wire if this is long enough to cause the metal part of the bulb (the lamp cap) to become live. These regulations are enforced by local trading standards departments who have already been advised to watch for defective bulbs of this kind.

According to evidence given at the North Humberside Coroner's Court on 5 October at the inquest on a two-year old boy who died from electrocution after touching the metal cap of a Sceptre bulb in the garage at his home, a piece of wire projecting from the bulb had caused the cap to be live.

Report on mine cage safety

A total of 122 priority recommendations detailing how to improve the safety of miners riding in mine cages is made in an interim report published for the Health and Safety Executive on 12 October.* The report, made by the National Committee for Safety of Manriding in Shafts and Unwalkable Outlets, details how the mining industry should implement some of the recommendations made in the official report of the public inquiry into the Markham Colliery disaster in 1973. Eighteen men were killed and 11 seriously injured when a pit cage crashed out of control into the shaft bottom.

The recommendations apply to a range of safety aspects concerning mine cage winding operations. The implications of the report are being considered by a National Coal Board Co-ordinating Committee set up to decide how and when to implement action.

Some work has already been done by the NCB as a result of the accident and official report.

General principles

The committee, which was set up in 1974 to consider all aspects of powered systems used to transport men in and out of mines, have examined the recommendations on pit cage safety made in the Markham official report and have formulated a set of general principles.

The present report, made to James Carver, Chief Inspector of Mines and Quarries as successor to the commissioner of the inquiry, is in two sections. The first part, 1A, contains the principles involved with supporting statements and recommendations on how to achieve the requisite standards. Part 1B contains details of how the principles can be applied and supporting technical information.

The main principle stated in the report is that for all mine winding systems, even though electrical or other power may be used for normal braking, the mechanical brake shall be the ultimate means of stopping pit cages safely. Investigations are still being made to determine if electrical braking can in general be retained in emergency circumstances until the mechanical brakes are proved to be effective.

Another principle is that new mechanical brakes should be designed and arranged so that they do not contain any 'single line' component. If, after detailed technical checks, existing mechanical braking systems have to retain single line components then those components should have an infinite fatigue life. However, the report stresses that certain single line components, although designed for infinite fatigue life, should be given a definitive life. They should then be replaced within that specified life and in addition subjected to routine non-destructive testing.

All types of automatic safety devices in use have been examined and recommendations are made of types which are considered to be

* 'Safe manriding in mines: Parts 1A and 1B.' Report of the National Committee for Safety of Manriding in Shafts and Unwalkable Outlets. HMSO price £5. plus postage.

most reliable and able to respond rapidly to circumstances which require corrective action. Suitable electrical/electronic equipment for the same purpose has also been examined and selected samples are being assessed and tested for reliability and response. Standards of monitoring the performance of safety devices are also proposed so that reliability may be further improved with minimum additional complication.

The report says that extensive inquiries and tests have been made to develop equipment which can reliably cushion the force of a cage which for any reason may pass the lowest level in a shaft without full control and strike the solid bottom. Flexible fabric reinforced rubber buffers requiring minimal maintenance have been developed so that, should they be struck by a cage which has travelled too far, they will retard it at a rate which should reduce possible injury. Characteristics of other materials are being checked so that buffer design may be further developed.

Review of testing methods

To enhance continued integrity of components used in brake assemblies, an extensive review has been made of non-destructive testing methods and techniques to determine where these can augment standards of non-destructive testing already applied. For this purpose, advice on appropriate techniques and the frequency of their application is given in relation to the degree of use of the components concerned.

Design and manufacturing criteria for brake components are to be specified in a design guide. The guide, which will include an alternative concept of safety factor, will be published after confirmation of its contents by practical tests. The possibility of applying systems reliability techniques, as used in the aircraft and atomic energy industries, is also being studied.

Lift installations standards and practices were examined by the committee and the degree to which they may be applied to mine winding systems determined after taking account of allied practices in other countries. The report concludes that lift standards and equipment are not generally suited to mine applications for a number of reasons including depth, speed, and carrying capacity associated with mine shaft environments which themselves are often 'hostile'.

To broaden the scope of the report, two teams of engineers visited Germany to examine winding equipment installations and three continental manufacturers of winding equipment were consulted. The report decides that there was no reason to change radically any of the principles being recommended because of continental practice, but that there should be continuing association with development work now proceeding there.

The committee are examining existing regulations relating to mine cage safety with a view to making recommendations for updating them in the light of its work.

The report, which is extensively illustrated ends by listing work to be completed and new subjects to be considered. It is intended to publish further reports in similar form as the results of present and future work become available.

News from the National Exhibition Centre

'Britain's biggest fair' fills NEC

Preliminary details of the 1977 International Spring Fair at the National Exhibition Centre, Birmingham were released last week. An additional hall will be in use next year making a total of one million square feet of exhibition space but, Elkan Simons, Fair co-chairman revealed, an exhibitors' waiting list has had to be opened.

The ISF is said to be the largest exhibition of consumer goods ever staged in this country. The first show attracted 65,000 buyers.

Alex Laker, chairman of the hardware section representing seven major trade associations, said that over 500 manufacturers would be showing their wares this year. He forecast that the hardware industry's annual export figure of £350 million would be broken next year as a result of orders taken at the fair.

Multi-lingual information leaflets on Britain's International Spring Fair next February are currently being given world-wide distribution and an extensive advertising campaign is being undertaken in leading trade journals.

The fair will occupy all seven halls of the National Exhibition Centre, Birmingham, a gross exhibition area of 89,420m² (962,510 sq ft). It will be open for business from Sunday 6 to Thursday 10 February 1977.

More than 2,000 exhibitors will be participating and over 875 product classifications are listed in the commodity index buyer's guide in the official catalogues.

Exhibitors and visitors are advised to book their accommodation for the ISF as early as possible. The assistance of NEC's hotel accommodation bureau is highly recommended by the organisers, since it keeps in close touch with all local hotels and guest houses and knows immediately what is available.

For all accommodation booking or further details, contact Mrs Lyn Sabin, manager, Hotel Accommodation Bureau, National Exhibition Centre, Birmingham B40 1NT (tel. 021-780 4141, telex: 336647). To assist visitors, the multi-lingual ISF information leaflet being distributed world-wide contains a special reservation request form to return to the bureau.

New chemical and process engineering show

A new exhibition for the chemical and process engineering industry, Eurochem, is to take place at the National Exhibition Centre, Birmingham, from 20 to 24 June 1977. Shortly after the show was first announced, about one-third of available floor space had already been booked.

A key feature of this event, which is planned to take place every three years, is a technical conference being held concurrently. The organisers are Clapp and Poliak Europe Ltd, 232 Acton Lane, London W4 5DL.

IPHEX 78

Even though an exact date has not yet been fixed for IPHEX 78, the International Pneumatics and Hydraulics Exhibition, advance inquiries for space are 'most encouraging' say the organisers, Industrial and Trade Fairs. The 1978 event will probably take place at the National Exhibition Centre, Birmingham, from 13 to 17 March alongside IEA/Electrex (the International Electrical, Electronic and Instrument Exhibition) which takes place then.

IPHEX 78 will probably be sponsored by the Association of Hydraulic Equipment Manufacturers and the British Compressed Air Society. Other appropriate trade associations may join in the sponsorship.

Inquiries: Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull B91 2BG.

Next IEA/Electrex booked for 1978

So successful was the first joint IEA/Electrex – the International Electrical, Electronic and Instrument Exhibition – held at the National Exhibition Centre, Birmingham, in May this year, that the next event has already been booked at the same venue for 13 to 17 March 1978.

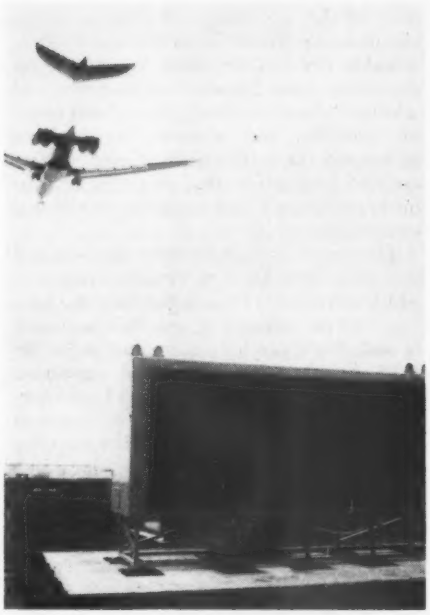
Many of the 1,000 or so companies which took part in the 1976 event have already expressed interest in taking part in the next show. Among the 70,000 visitors were delegations from China, Japan and Norway, and small groups from west Germany combining visits to both the Hanover Fair and IEA/Electrex as the dates of the two shows overlapped. This overlapping will not occur in 1978 as the Birmingham event will take place about a month before the Hanover event.

IEA is sponsored by the British Electrical and Allied Manufacturers Association (Beama), British Industrial Measuring and Control Apparatus Manufacturers Association, Electronic Engineering Association, Radio and Electronic Component Manufacturers Federation and Scientific Instrument Manufacturers Association of Great Britain. Electrex is sponsored by the Association of Supervisory and Executive Engineers and Beama.

Inquiries: Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull B91 2BG.

New products

Aircraft instrument landing system



The Plessey microwave landing system (MLS) for aircraft being tested at the Royal Aircraft Establishment.

A new instrument landing system (ILS) for aircraft to enable them to touch down even in dense fog has been developed for use in the future. Plessey Navaids, the company which has produced it, has worked in consultation with government departments in Britain. The system is intended to replace the present ILS used in large international airfields and it will be called a microwave landing system (MLS).

The principle of guidance is more or less the same – a radio beam is emitted from near the ground and the pilot locks his aircraft on to the beam and flies down it to land on the unseen runway. The existing ILS uses wavelengths of about 3m and the pilot starts when 24-30km from touch down.

Provided that the airfield is uniformly flat and free of obstacles that would bend the beam out of position there is nothing wrong with ILS at the present air traffic density – but it cannot operate with certainty if there is sloping ground or there are buildings and vehicles, and so on, to interfere with it.

Furthermore, at each wavelength there is a limited bandwidth. This means that as each airport must have its own distinct frequency (because, at the power used, one airport ILS signal can be read at another 100km away) there are only some 40 channels available. In addition the aircraft has to lock on to a very narrow beam in a straight line with the runway, which means that all aircraft noise is concentrated over the same places.

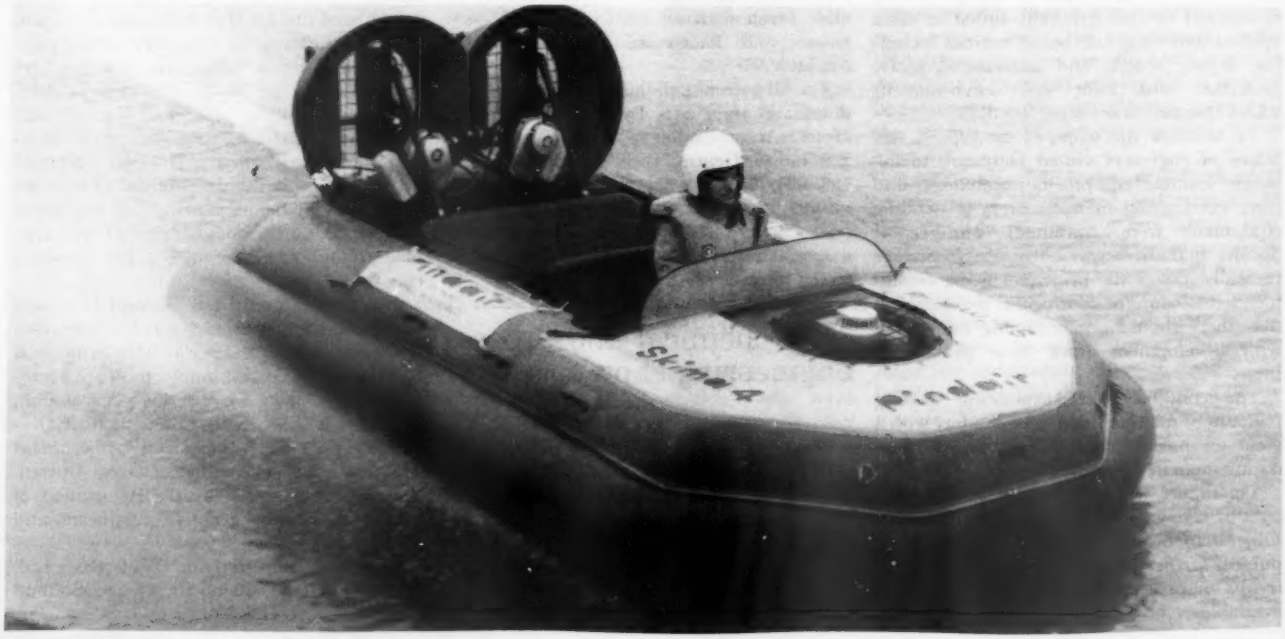
The new system uses microwaves of wavelengths of about 6cm (frequency 5,000 to 5,250 megahertz). This provides some 200 usable channels. That is the first advantage. The transmitting array is much smaller and any one system cannot interfere with another unless it is very near indeed. The method is such that a larger sector of the airspace is covered, so an aircraft can come in on a curved path until within a comparatively short distance of the runway.

This spreads the noise nuisance, making it less frequent over one area, and it permits a higher density of traffic because there is no need for stacking – that is, cruising around until each aircraft is allowed to descend. The pilot can descend at a steeper angle, which enables short takeoff and landing (STOL) and vertical takeoff and landing (VTOL) aircraft to make use of the system.

These are the benefits of a microwave system and firms in several countries have designed, or are designing, systems which are being evaluated by ICAO, the International Civil Aviation Organisation. But the Plessey system claims several advantages over others. It is simpler and more exact in use because of the sophistication of the design – and it should be cheaper as well. It 'illuminates' a wide cone of airspace and any pilot who gets into it can tell at once at what angle he is with the runway course.

All that his apparatus has to do is measure a frequency, for the frequencies vary across the cone. He knows, for example, if he is 30 degrees off the glide path and when he changes direction to get on to it the frequency changes accordingly. An apparent Doppler effect is eliminated by the design.

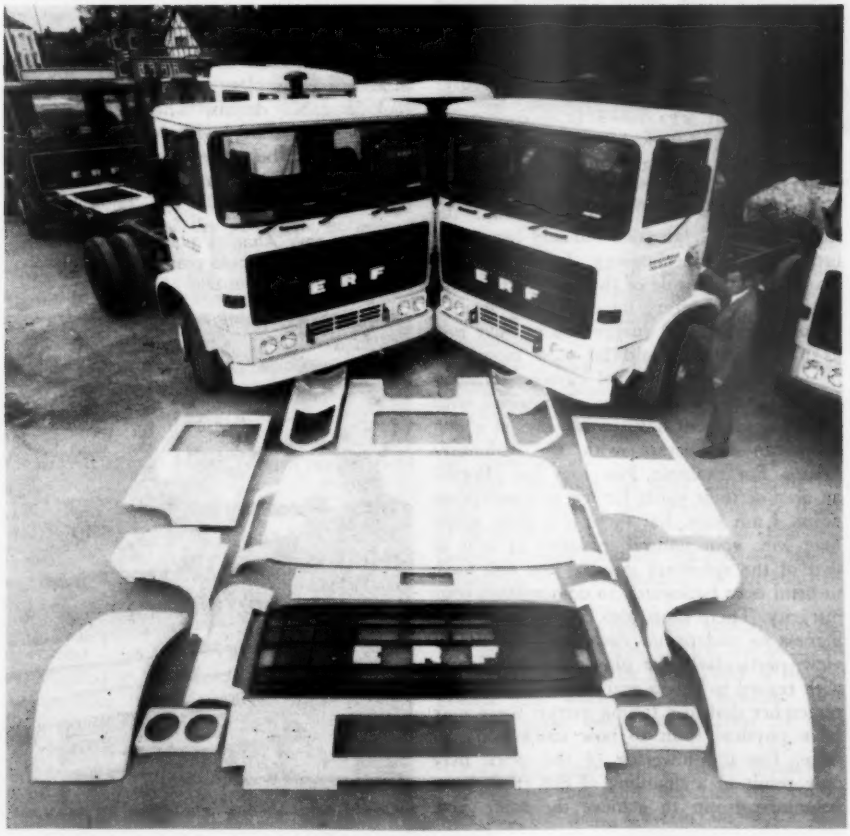
Skimming across the water at the recent Southampton Boat Show is 'Skima 4' made by Pindair Ltd of Gosport who say it is the world's first production four-man hovercraft. By completing a 483km journey over inland and coastal waters the Skima 4 has set a light hovercraft distance record. The hovercraft is capable of top speeds of 40km/h with full payload on land or water. It is suitable for a variety of uses including rescue, survey work, pest control spraying, game fishing, as a service craft for diving and construction projects, and for exploration. The rear seat can be removed and deflated to allow equipment, freight or extra fuel to be carried. The craft measures 4m by 2m, excluding the skirt, and the dry weight is 160kg. Special police and military versions of the Skima 4 are now in use as alternatives to inflatable boats for operations in which the amphibious capacity is important.

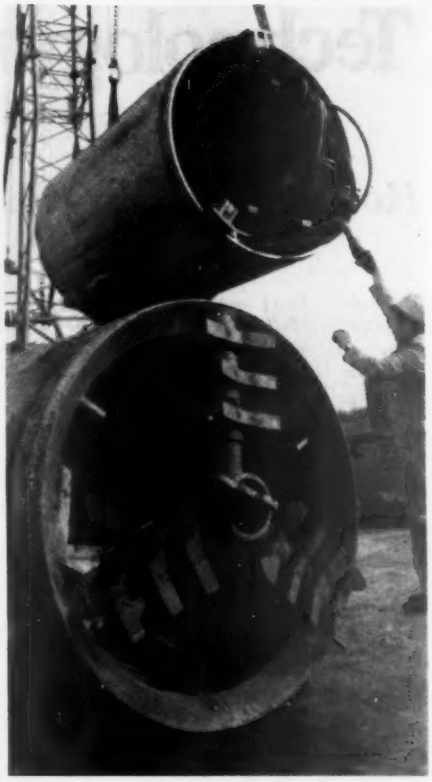


This new British prototype aircraft – the 'Cranfield AI' – has been designed exclusively for aerobatics and is expected to lead Britain's attack at the World Aerobatic Championships in Prague in 1978. The specification was drawn up by many-times British aerobatic champion, Neil Williams, based on his experience of flying many different aeroplanes made in various countries.
The aircraft was designed and constructed under the supervision of Professor Denis Howe of the Cranfield Institute of Technology and has a wing-span of 10m. It is powered by a 210 hp Rolls-Royce Continental IO-360D engine driving a variable pitch propeller – invaluable in the more complex manoeuvres. The engine has been converted to a dry sump oil system to ensure a constant flow of oil, even in sustained inverted flight. The body has a steel tubular frame around which are placed plywood formers and a plywood and fabric outer covering. The wing and tail surfaces are of light alloy stressed-skin construction and the machine has a safety factor of 1.5 times the expected load – acceleration up to 9g upwards and 6g downwards.

New truck cab construction method

Some of the 27 sheet moulding compound (SMC) panels with which these British truck cabs of J. J. Harvey (Manchester) Ltd have been constructed. The new concept in the design and production of truck cab body panels will be featured on the J. J. Harvey Ltd stand at the International Plastics Exposition, Chicago, in December. The SMC panels are made from moulds and are bolted on to a steel frame. They cost considerably less than the hand-lay method of glass fibre fabrication or the use of aluminium panels. Further advantages of the J. J. Harvey method of production are ease and speed of assembly, quick replacement of damaged panels, light weight, fire retardent qualities and freedom from corrosion.





Erection of a complete concrete tunnel ring, 80mm thick and of nominal 600mm length in almost any soil conditions ranging from soft clay to broken sandstone in 60 seconds. This is the capacity of the new fully mechanised Mini Tunnel system, code named 'dkr', recently introduced by William F. Rees Ltd., Surrey. Designed for constructing tunnels with internal diameters of 1.0, 1.2 and 1.3m the new system comprises a massive front end assembly carrying reversible rocker teeth cutters, and a rear shield section equipped with thrust rams and distributing ring. This pushes the cutter forward in 600mm stages as the specially designed unreinforced tunnel segments are installed at the rear. Guided by a laser beam, the unit is driven by a miner from inside the shield and powered by an electro-hydraulic motor. Safety features include an efficient communications link between the miner and the surface and a continuous gas detection system.

Tougher driving mirrors

Van and lorry drivers' mirrors which are claimed to be able to survive the everyday bumps and knocks that shatter conventional glass are now being marketed by Russell Products Ltd of London, using a new material – Oroglas Mirror. The company are marketing a range of flat, extra-tough mirrors to fit most standard commercial vehicle mirror formats. It also offers a 'tailor-made' service to meet individual fleet requirements, and is soon to introduce a range of convex Oroglas mirrors.

According to Russell Products the cost of industry of driving mirror breakage is far greater than most involved in fleet operation generally appreciate.

Technology news

Household waste – an untapped source of import savings

Dr Robert Berry outlined his priorities as Director of the National Anti-Waste Programme when speaking at the annual dinner of the British Scrap Federation last Thursday.

He said his task first of all was to ensure that material is re-used. Whether re-cycled or used for another purpose it must be utilised 'Secondly', he went on 'I look upon my job as one to help industry and not interfere with it. I am available for help when required but normal market forces must be allowed to operate.

'The third objective then is to work within these market forces, to help industry to be able to reuse its waste economically. I place particular emphasis on the ability to improve collection, processing techniques and final quality control, so that waste can be used economically. Then, all I need to do is to point you in the direction and let you get on with the job.

'The fourth objective is to be able to understand how scrap is being produced, to identify both the quantity and the location, as well as the other factors affecting its economic use. To do this we need better statistics from the industry. This must be the basis for a planned campaign.

'My fifth objective is to help increase the market for your products, that is processed scrap, and for this we need to change public attitudes. For too long has your industry had a Steptoe image but its growth to a major industry over the next few years make it essential that people know about the skill, the scale of investment and the technology which is involved.

'Obviously we cannot try to achieve all these objectives for every commodity all at the same time. We therefore have to agree which commodities need to be tackled first. We have looked at this on the basis of the import savings available and the savings in natural resources. From this I believe the most important are waste paper; ferrous scrap; textiles; the use of urban waste for fuel; and to some extent, non-ferrous metals. Achievement of our objectives in these areas will bring us the quickest returns as a nation.

'This may seem obvious to some of you. Or some of the areas may seem new and you wil need the flexibility on which you have built your industry in order to profit from it. The recent action of the government in providing capital to increase the capacity of the paper-making industry to absorb more waste paper is a good example of its intentions.

'In new ferrous scrap there appears to be a very tight control over its collection and supply. But when we come to the uses of old scrap, we appear to have a problem both in collection and processing and these deserve our attention. I have asked Waste Management Advisory Council to look at this in detail and to recommend in what ways we can help. However it does not need a special study to discover that there is a lot of old scrap lying about in lofts at homes and in normal urban waste. Going back to the way that government can help, long-term it is spending a lot of money on pilot plants which include improved technology to sort urban waste mechanically. This will go ahead; but we need to do something short-term. Here there are two areas that I know have been of concern to you.

'First, the role of local authorities. I appreciate that you believe that local authorities are basically collectors, and that you are concerned about them becoming processors and entering the market place. I believe, however, that it should be possible to work out forms of direct cooperation and partnership between your industry and the local authorities. We must bear in mind that local authority spending is under severe restraint, but it is difficult for me to accept such restraint on our ability to reclaim scrap. If processors who have access to modern technology and capital investment and have the skills and integrity cooperate with local authorities, then we can achieve our objective without delay. I look forward to hearing results from the approaches which you may make to local authorities. There may well be areas where we can be of assistance to both of you.

'The second area which is of concern to you is the role of the voluntary group – again, whether they enter the processing industry and market place. These are amateur groups, and because I am sure that the future of the reclamation industry lies in the use of greater technology, I believe most strongly that the role of the voluntary groups is that of "voluntary totters". They have a lot of initiative and energy and in their role as totters there should be good money to be made for their special causes. As many of you know, I have had discussions with companies in your industry on ways in which they can co-operate with the voluntary groups. For example, how they can allocate an area of their yards for use as a reception point. I am sure that there is a great scope here with your natural initiative as well as that of the voluntary groups. You will have to bend over backwards to demonstrate your integrity. There must also be a mutual willingness to understand each others points of view, particularly the play of market forces with regard to prices and demand. We must remember that in a falling market there may be a physical limit to how much you can store. For the lowering of the price may only result in a doubling of the effort by a voluntary group to achieve the same cash flow. This of course compounds the problem.

'With regard to the area of voluntary groups, as with industry, I believe we should not dictate or interfere, but help. Part of this help will be guidance on the right commodities to collect and the problems that have to be faced. We are now preparing a campaign for next year to bring together the people and organisations involved so that we can step up useful local collections.'

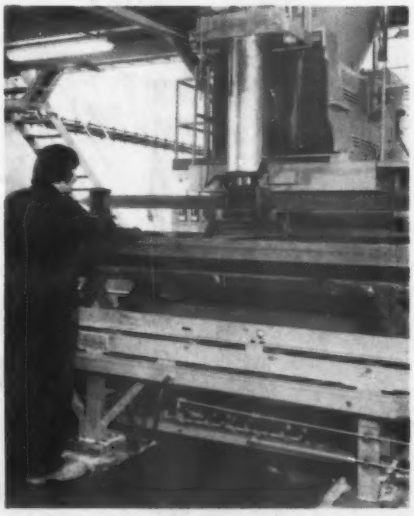
Reusing plastic wastes

A new £500,000 plant at Widnes, the first of its type in the UK, has just started producing Anaplas, a new thermoplastic material which can be moulded into a wide variety of finished products for a broad range of industrial uses.

Laporte Industries Ltd will be obtaining raw material for the process from some of the 2 million tons of plastics consumed annually in the UK, much of which currently appears as waste or 'used' products. Laporte estimate that at least 100,000 tons a year of thermoplastic wastes are currently available for recovery and re-use.

The process includes collection, separation and granulation of thermoplastic wastes; feeding to a friction melting stage, and low-pressure injection as a plastic 'dough' into moulds. Examples of finished products include cable drums, wheels, posts, rails, pipes and gullies, with other specialised products now being designed and developed by Laporte in collaboration with prospective users.

Laporte's new 'Anaplas' plastics recycling plant showing a mould presented by scissor-lift to the injection nozzle.



Offshore island built in two days

Up till now most offshore structures have been built of either concrete or steel, but now Golder Associates have devised a 'sand island' made by enclosing drained sand in a flexible, impermeable wall.

Although the idea seemed simple, the first stage of development was a programme of trials using models, to see whether it worked in practice. These took place at King's College, London, starting with a small water tank and membranes made from thin latex rubber, using models 45cm high. This showed that the stress on the membrane could be controlled by careful pumping from the base of the sand mass while simultaneously filling the membrane with sand.

The next stage involved construction of larger models (up to 1.4m) and testing of these larger models began early in 1975, again using thin latex as the membrane.

These tests demonstrated the carrying capacity of the structures. Vertical loads of up to 80 per cent of the weight of sand were applied without significant deformation and their response to horizontal loading was also encouraging.

To counteract any scepticism occasioned by the concept of a sand island, it was decided that a prototype offshore structure should be built in about 15m of water.

To make development easier, Golder Associates formed Sandisle Structures Ltd in conjunction with Agra Industries Ltd, a diversified Canadian public company which provided financial assistance. Technical assistance in the fields of flexible structure technology, dewatering, and dredging and marine operations were contributed by Dunlop Ltd, Sykes Construction Services Ltd, and Westminster Dredging Co Ltd, with Golder Associates still continuing to act as geotechnical consultants to the group and project manager.

Christchurch Bay, Hampshire, was chosen for the location of the prototype because a suitable water depth could be found quite close to the shore, sea bed conditions were known to provide a suitable foundation, and a fetch of over 300km in the south-westerly direction of the prevailing winds would provide a severe testing marine environment. Christchurch Bay is also the location selected by the National Physical Laboratory for the deployment of the Osflag Tower for measurement of wave forces on offshore structures.

In December of 1975, a contract was let with Camper and Nicholsons Ltd, the well-known boat builders, for the design and construction of the deck unit. This is the floating platform from which construction takes place, and which now forms the operating platform. The deck unit was constructed of steel in a period of less than five months, being launched into the River Itchen in May 1976.

Further laboratory work continued with the construction and testing of 1/20 scale models of the Christchurch Bay structure in the new wave flume at King's College.

A final check is made to see that the nylon-reinforced neoprene bag is correctly attached to the metal deck before the structure is towed out to its Christchurch Bay location.

The properties of the sand, to be supplied by Westminster Dredging Co Ltd, were measured in the laboratory, using new techniques.

The Geotechnics Division of the Building Research Establishment then designed and developed instrumentation to monitor and control the performance of the system during construction.

After launching the deck unit, fitting out work followed at the Southampton depot of Westminster Dredging Co Ltd. Lighting, power systems, handling systems and instrumentation were attached to, or installed in, the deck unit.

Design of the pumping system for dewatering the sand was carried out by Sykes Construction Services Ltd. Their wells and pumps were assembled into modular form onshore before being loaded onto the deck unit.

Following some delays, which involved a redesign of the joint between the rubber wall and the deck, construction of the rubber wall started at the end of June at Dunlop Ltd's Skelmersdale factory. It was completed early in September and transported to Southampton, where it was attached to the deck unit.

Once preparations had been completed, the construction crew was given a final briefing, and with a favourable weather forecast, the prototype module was towed from Southampton on 12 September, as far as Yarmouth Roads, just landward of Hurst Gap.

The flexible wall was first deployed by filling with water. Control of the behaviour of the wall was made easier by several devices designed to train the shape of the partially filled wall. Divers checked that the envelope was properly extended and in contact with the sea-bed and then the first part of the fill was dropped from the central hopper of the deck unit. The wells and instruments were lowered into place within the wall, the buoyancy of the deck unit was trimmed, and the filling process began.

NCC encourages school leavers to study computing

A national scheme offering first year training to school leavers interested in a career in data processing was announced last week. Known as the NCC Data Processing Threshold Scheme it is sponsored jointly by the Training Services Agency and the National Computing Centre. The costs of the first year of the scheme are to be provided from MSC/TSA funds to provide increased training opportunities for unemployed school leavers. An important feature is that proof of formal educational attainment will not be a pre-requisite for participation and selection will be by interview and an aptitude test.

Initially, 12 regional centres will be involved and, to assist those leaving school at the end of the summer term, the scheme will commence in the autumn of this year. Places will be offered to up to 350 young people in the first year's intake.

The scheme has two principal aims. The first is to avoid a future shortage of trained computer personnel resulting from the difficulty employers are currently experiencing in providing training and paid employment for new recruits to data processing. This could have serious consequences to future industrial development in the UK.

The second is to provide vocational training for young people to equip them for entry to data processing, and to give them the opportunity to base their choice of a particular occupation in data processing on first hand knowledge of occupational functions particularly in the programming and operating fields.

The scheme is based on local colleges with co-ordination provided by the NCC. Both supervised practical work and formal off-the-job training are included in a 40-week programme, the components of which are specified by the NCC. The formal off-the-job training element is developed from NCC training material.

In view of the importance of practical experience, trainees will be placed with two different suitable computer users for a total period of 24 weeks. Ideally the two computing installations will be of essentially different character, in order to provide a wide variety of experience.

The first five weeks of the scheme will be spent in learning the fundamentals of data processing, business methods and how data are handled for computing operations. This will be followed by the first eight-week placement to gain experience of data control and computing operations. There will then be a further two weeks of off-the-job training to learn what programming is about and to study data processing procedures. A second eight-weeks' placement with the first computer installation will provide an opportunity to observe programming work on-the-job.

The next two-week period in the lecture room will be devoted to quantitative methods, communications and presentation, as well as the wider implications of computing and its effect in society.

The final eight-weeks' placement will be with the second computer installation and will deal with either control and operations, or programming, depending on the speciality chosen by the trainee. This will be followed by a period of off-the-job training in COBOL programming or computer operating.

Placement will be arranged by the NCC amongst its members' 1,200 computer installations and with other computer users, and the NCC would welcome inquiries from any suitable computer user interested in providing a place for young persons in this scheme.

Foam rubber – is it a fire risk?

In November 1974 firemen were called to an accommodation store containing foamed rubber mattresses where dense, grey smoke was seen emerging from a window. The atmosphere within the store was cool and no flames were observed. Whilst the fire brigade were trying to locate the source of the smoke a violent explosion occurred killing two of the firemen and injuring four others.

An urgent investigation at the Fire Research Station revealed that foam rubber burns in two separate ways. Flaming combustion occurs if the rubber is ignited with a match but if ignition is brought about by a lighted cigarette, a smouldering process occurs decomposing the rubber at temperatures up to 450°C with the production of dense grey smoke which, when collected, was found to be flammable. In one test with a block of foamed rubber the smouldering converted spontaneously to flaming ignition after 48 minutes. It is thought that the presence of cotton covers usually used on the mattresses would assist the transformation to flaming combustion.

A block of foamed rubber was allowed to smoulder in a steel explosion chamber fitted with a translucent polyethylene cover at the front and after 30 minutes the grey smoke was ignited using a butane gas jet causing an explosion. It is apparent that there is an explosion risk when large quantities of foamed rubber are stored but the relatively small quantities involved in domestic circumstances are unlikely to constitute a hazard.

The results of the investigation are being made widely available, particularly to firefighters.

The number of fires involving beds and bedding materials in general have also been causing increasing concern in recent years. Together with the supplies division of the Property Services Agency, the Fire Research Station has devised and carried out a programme of tests to examine their behaviour in different assemblies with a view to discovering the safer materials.

Beds were made up on a metal-framed bedstead with a laminated wood headboard in the compartment and corridor facility at the Fire Research Station. Fires were started by electrically igniting crumpled newspaper placed just under the folded-back bedclothes.

Various combinations of mattresses, mattress covers, pillows, pillow cases, sheets, blankets, bedspreads etc were tested. Some combinations such as a standard flexible polyurethane foam mattress covered in proofed nylon in a bed made up with cotton sheets and blankets etc burned rapidly, producing much smoke and high temperatures. However, the insertion of a glass fibre interlining between the foam mattress and the proofed nylon cover provided a substantial delay to the fire which did not flame but smouldered, the temperature being substantially lower and little smoke being produced. The use of flame-retardant cotton mattress covers for bedding both reduced the size and rate of development of fire.

Part of the tests on bedding materials carried out at the Fire Research Station. The polyurethane foam mattress was ignited using one sheet of crumpled newspaper, which was placed between the sheets. Taken very early after the fire was started, the picture shows the effectiveness of the fire retardant cotton cover, since although the newspaper is burning strongly, it has not engulfed the foam mattress.

Traditional bedding such as hair mattresses or interior sprung mattresses and woollen blankets did not allow fire to develop so rapidly as the modern synthetic materials. However, the benefit afforded by a woollen blanket was largely lost when these covers were pulled back. Mattresses of foamed rubber (a fore-runner to polyurethane foam mattresses) were involved in fire less rapidly than polyurethane foam mattresses but suffered from the disadvantage of producing dense smoke and igniting to smouldering combustion from a small source.

Following this work, a detailed investigation of the fire behaviour of soft furnishings is being carried out at FRS again in association with the PSA with particular attention being given to combinations of flexible foams and upholstery fabrics.

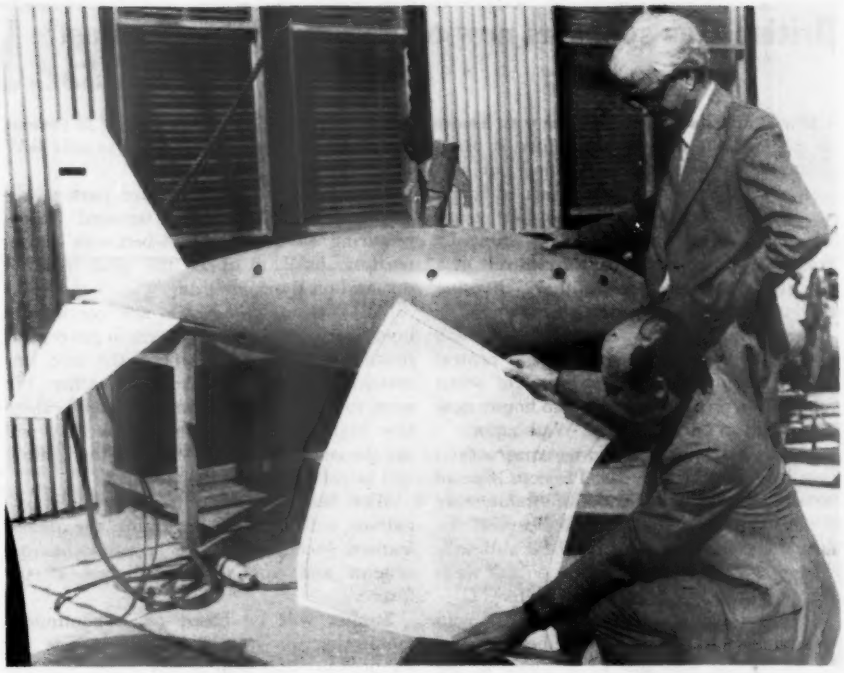
Materials handling – taking the wider view

As part of its programme for stimulating greater industrial awareness of the profit opportunities which can result from a better understanding of what materials handling really implies, the Department of Industry's Committee for Materials Handling in association with the National Materials Handling Centre and Warren Spring Laboratory is organising a one-day seminar at the London Esso Hotel, Wembley, on 27 October 1976.

One of a series, this seminar (inclusive fee £15 for the day) will emphasise the management and systems aspects of materials handling particular with regard to improvement in the use of space, labour and equipment for factories and warehouses handling unit loads, but bulk handling – an area of growing importance – will also be discussed.

Implications for industry of the book 'Materials handing costs – a new look at manufacture' (published last week, see *Trade and Industry*, 8 October, page 76) will also be featured.

For further information, contact the Course Administrator, National Materials Handling Centre, Cranfield Institute of Technology, Bedford MK43 0AL (tel. Bedford (0234) 750323).



Map-making fish

Professor Chesterman (standing) and Dr Roger Cloet of Bath University with their sonar 'fish'. Developed to solve the mystery of the Brown Ridge, an area of sea bed in the southern North Sea covering 1,000 sq miles (2,590km) the fish can map a range of 1,100m a time at speeds of 7½ knots. Because of its reputation for constantly changing its shape, believed to be caused by sand-waves which move round the sea-bed like sand dunes in the desert, costly detours are made to avoid the Brown Ridge, when laying telephone cables.

TRRL awards contract for experiments in passenger safety

The Transport and Road Research Laboratory has awarded one-year contracts totalling £24,000 to Kangol Magnet Ltd and Accles Britax Ltd to develop, test and install two different types of 'passive' restraint systems in 12 Post Office vans.

A 'passive' restraint system, unlike a conventional seat belt, does not have to be fastened or unfastened by the user when entering or leaving the vehicle; it works automatically and therefore offers a convenient method of protection for the short run delivery driver who is continually leaving and re-entering his vehicle. With this in mind Post Office vehicles, six 50 cu ft vans and six 7 cwt telecommunications vans, were selected for the trial.

One system, developed for TRRL by Auto Restraint Systems Ltd and manufactured by Kangol Magnet Ltd, is based on a door-mounted inertia reel seat belt which automatically fits itself around the occupant as the door is closed. The other, developed by Accles Britax Ltd, is a pad which rests gently against the occupant's chest in normal driving, but locks up and absorbs energy progressively in an impact.

The object of this project is to develop and demonstrate passive restraint systems which function satisfactorily in use; they are not of course generally available at the present time.

New anchor for offshore operations

The Wolfson Foundation has awarded £238,000 to Queen Mary college to develop a new type of anchor for use in mooring semi-submersible oil platforms in deep waters. The anchor, for which a patent application has already been filed, is the result of the work of Roger Harvey, Eldon Burley, and Bhaskar Nath of the civil engineering department of Queen Mary college, University of London.

Derek Smith, managing director of QMC Industrial Research Ltd, which will be managing the project, points out that conventional anchors tend to fail or drag and cause serious drift so that drilling time is lost. The Queen Mary college invention, which is patented is said to provide a novel system capable of resisting uplift forces from any direction. Development work has also indicated already how the anchors might be placed in position. Derek Smith says: 'We are opening negotiations with companies with a view to establishing a partnership which will complete the development and exploit it commercially.'

Civil engineers are familiar with the use of ground anchors on land, consisting of a plate, or bulb, deeply embedded in the earth and connected to the surface by a rigid shaft which transmits the uplift load. Provided the anchor is placed so that the uplift load is applied axially along its shaft very high load capacities can be achieved by this method.

However, in marine applications, such as anchoring of semi-submersible oil platforms, the direction of load may vary considerably with changes in tides and currents. The effect on a conventional ground anchor is to apply a bending force on the anchor shaft so that it tends to rotate and drag out. To prevent this the new anchor system makes use of a vertically installed anchor and a thrust plate, at or below the sea-bed, which converts a pulling force, from any direction, into a vertical component in the direction of the shaft axis.

Essentially the new anchor incorporates the properties of both drag and deadweight anchors with the important advantage that the direction of pull is not restricted. Its form may vary, depending on the composition of the sea-bed and the installation technique, but the essential features remain the same. In one modification, a system of flukes presents minimum resistance to driving when folded but opens up and so offers maximum resistance to pull-out, after the anchor is fully driven. Alternatively, an anchor bulb can be formed by underreaming or by explosion, the cavity subsequently being reinforced and filled with a rapid hardening concrete.

Costings at this stage suggest savings of more than 30 per cent against conventional anchorage systems, and the system offers solutions to some intractable problems.

British Gas sponsors new energy study by Newcastle University

A new study that may affect the way houses are centrally heated in the future is being sponsored by British Gas. To find out how people will react to the more insulated homes envisaged in the next three or four years, British Gas is to back an energy study by Newcastle University to be carried out at a new highly insulated local authority housing development at Washington new town.

The project, known as 'Glebe 5', will involve monitoring the varying gas central heating requirements of a group of seven families in a terrace of 4-bedroom houses now being built in Glebe Village, Washington.

The houses, of timber frame construction, have been designed by the Project Office of the university's own School of Architecture to meet insulation standards set beyond the normal recommendations for local authority schemes, giving a U value for the outside walls of approximately 0.3 Watts per meter^2/°C.

Special design features include a roof void insulation of 4 in (100mm) glass fibre, between the joists, that will also be included in the front and rear cavity walls during construction.

Building work is due to finish within the next few months, and the study programme is expected to start in the early autumn, and will last up to three years.

Explaining the reasons behind the new study, Geoff Pickup, heating division manager of British Gas's Research Station at Watson House, Fulham, said, 'Basically, we need to have more information on how gas central heating systems function in houses that are highly insulated. Last year, new building regulations improved insulation in buildings, and it is anticipated that there will be further improvements in the next three or four years. This means, for instance, that a typical 3-bedroom semi which required a 12kW output boiler in the past only needed 8kW after last year, and according to present calculations this may be reduced to only 4kW in the future.

'The type of houses we are particularly interested in range from terraced houses requiring 3kW to larger 4-bedroom houses needing 5kW to meet the peak heating demand on the coldest day.

'At Watson House we are continually investigating new developments in gas central heating and appliances, but the two uncertain factors are people and weather. We need to know how people will react to these new highly insulated houses, how they will use the central heating, and how the heating will be influenced by the weather.

'The benefits gained from these investigations will help us determine the design features needed for gas central heating systems and appliances in houses of the future.'

Studies will be based on a continuous monitoring programme of the inside air temperature and total energy consumption of the houses which are fitted with gas fired radiator central heating. The inside air temperature of each room will be measured every hour by thermocouple sensors, and a miniature weather station will record the climatic conditions outside, in the shape of air temperatures, solar radiation intensities and wind speeds.

Gas meters will monitor the total input of energy into the heating system of each house, and instruments will be installed to show the energy used for domestic hot water and space heating. Separate readings will be taken from the boiler and cooker. Adventitious heat gains from lighting, TV, sunlight etc., and losses from ventilation will be considered, as their effect will be significant.

All the readings will be recorded automatically on data logging equipment, and the punched tape information will be fed into a computer at the university, producing an analysis at the end of each week. Instrumentation for the studies will be supplied by British Gas.

Advanced aluminium casting

Complex-shaped, lightweight, high-strength aluminium investment castings providing greater design freedom and improved performance at lower cost than traditional component production methods are now available from Deritend Aluminium Castings, Birmingham.

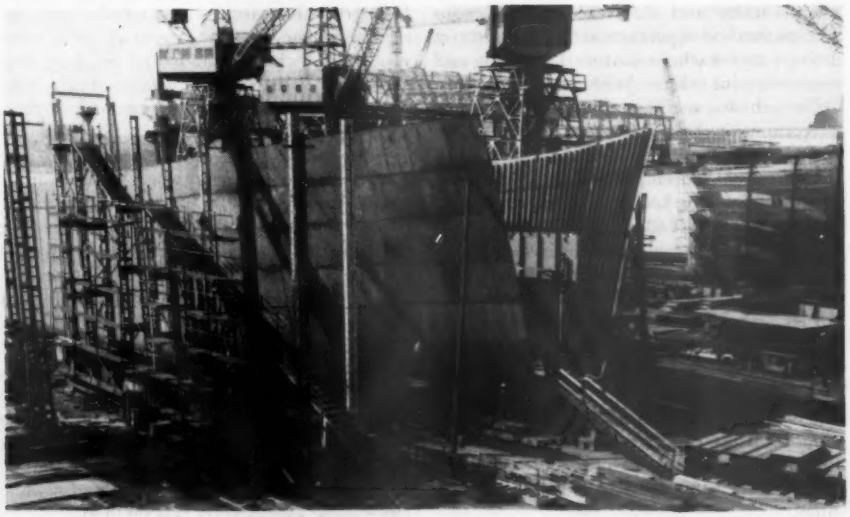
Borrowing non-ferrous technology developed by Cercast of Canada, Deritend can provide sophisticated, one-piece components for the electronic, communications, computer, aerospace, engine, guided weapons and other industries. Size of castings can be up to 500 by 500 by 750mm (20 by 20 by 30 in). Typical components include chassis, housings and frames for electronic packages; microwave guides; head-up displays and structural members.

The new technology involves advanced investment casting techniques in the production of wax impressions and moulds, casting, stripping and heat-treatment carried out under closely controlled physical and metallurgical limits and environmental conditions.

This makes it possible to cast in one piece, parts or assemblies of complex configuration. Bosses, pads, holes and slots of any area and shape and integral heat dispersion panels can also be incorporated.

Piped gas for new shipyard in Sunderland

Left : Air Products arranging for oxygen and propane to be 'on tap' at Austin and Pickersgill's new covered shipyard in Sunderland, by installing a pipeline – a useful service where so much metal cutting and welding is involved. Right : An SD14 vessel being built at the yard for export to Panama.



Government sales

Ministry of Defence
Miscellaneous stores

26 and 27 October 1976

Location
Central Ordnance Depot RAOC, Bicester, Oxon
Auctioneers
Midland Marts Ltd (Dept L), Market Square, Bicester OX6 7AL (tel. 08692 2073)
The stores which are lying at various depots include service clothing, blankets, boots and shoes, carpets, tentage and tent lines, poles and pegs, paulins, haversacks and other webbing, sleeping bags, etc. Large quantities of household furniture. A Ford Granada saloon, Austin Mini, Land-Rover, ambulance, Drott TD9 tractor, fork lift trucks, trailer fire pumps, lathes, drilling and grinding machines. 2,050 wrist watches by Omega and Smiths, etc. Tyres, MT spares, hand tools and many other items.

3 and 4 November 1976

Location
Auctioneer's premises
Auctioneers
Woolland Son and Manico (Dept L), Kinterbury House, St Andrew's Cross, Plymouth PL1 2DQ (tel. 0752 69292)
Stores lying at various depots in the west country including greatcoats, raincoats, blankets, footwear, tentage and other clothing and textiles. A large quantity of chairs, tables, bookcases and other furniture. Diesel gen sets, fork lift side loader, Bedford and other engines, Morris saloon car and many other interesting items.

Catalogues for these MOD sales which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 20p, postage and packing 10p extra, (postal orders only).

Department of Trade
Ship for Sale

Offers are invited for the purchase of the undermentioned vessel 'as lying', or as scrap, at HM Dockyard, Chatham.

'Crane lighter ACL 6' **Steel, built 1902. GT and NT not known Length (overall) 151 ft 10 in. Breadth 59 ft. Depth (mld) 10 ft 6 in. Light displacement not known. Engines: twin reciprocating in scrap state, German origin (main propulsion engines never used). IHP not known. Vessel towed.**

Copies of form of purchase agreement, further particulars, sketch plan and authority to inspect can be obtained from the Department of Trade, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND, tel. 01-233 8531.

Offers should be addressed to the Department of Trade, Room 43, at the above address in envelopes clearly marked 'Offer to Purchase "Crane lighter ACL 6" ' and must be received not later than noon on 4 November 1976.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

G. F. SINGLETON & CO.

announce Important Machinery and Stock Sales, viz:

19th Oct. — **Strabane, N.I.**
POLYTHENE FILM AND BAG PLANT AND LARGE STOCK

21st Oct. — **Portavogie, N.I.**
BOATYARD PREMISES, PLANT AND STOCK-IN-TRADE

22nd Oct. — **Anglesey**
CONTRACTORS PLANT

25th Oct. — **Manchester**
PLASTIC COMPRESSION/MOULDING PLANT

27th Oct. — **Blackpool**
SHIRT FACTORY, MACHINERY AND STOCK

10th Nov. — **Liverpool**
ENGINEERING/FABRICATING MACHINERY AND STOCK

3rd Nov. — **Wigan**
WOODWORKING MACHINERY AND STOCK-IN-TRADE

In near future:
CARPET STOCK — **Newry, N.I.**
MACHINERY TOOLS — **Newhey, M/c.**

Further details and catalogues may be obtained on application to 53 King Street, Manchester (Tel. 061.832.8271) or 9 Richmond Terrace, Blackburn (Tel. 52424)

ENCIRCLE TI 228 ON PAGE 183 FOR FURTHER INFORMATION

Industrial Property Plant and Machinery

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SALES

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ENCIRCLE TI 221 ON PAGE 183 FOR FURTHER INFORMATION

Publications

Trade marks: law and literature

Memorandum on the creation of an EEC trade mark. Bulletin of the European Communities, Supplement 8/76. (38 pages. Available from HMSO. 1976. £0.60. ISBN 0 11 935777 1.) In this memorandum, which was adopted on 6 July 1976, the Commission of the European Communities sets out the legal and economic reasons for creating an EEC trade mark. In essence, these consist of the provision of uniform protection throughout the community, the free movement of branded goods and the achievement of a balance between the interests of consumers, producers and distributors within the common market. An introductory section surveys work carried out to date, particular emphasis being placed on the *1974 Preliminary Draft Convention for a European Trade Mark*, of which an unofficial Department of Trade and Industry translation was published in 1973 by Her Majesty's Stationery Office. The second section consists of a discussion of the reasons for a community trade mark law together with a summary of the main objectives. The fundamental concepts and principles of the community system of trade mark law are analysed in the third section. The fourth and final section outlines both the most important provisions of the proposed statute together with enactment procedures, including transitional arrangements. Access to further information on trade marks has recently been facilitated by the publication of **Trade Marks:** a guide to the literature and directory of lists of trade names, by Brenda M. Rimmer. (63 pages. The British Library: Science Reference Library, Holborn Branch: 25 Southampton Buildings, Chancery Lane, London WC2A 1AW. 1976. £3.00. ISBN 0 902914 26 X.) which lists sources of information likely to be useful to agents, searchers and designers as well as to librarians and information scientists. Part one, general literature, consists of annotated references to the literature together with notes on the definition of trade marks and a glossary of special marks. The literature references are divided into nine categories: history; special marks; United Kingdom legislation; international legislation; periodicals; trade mark law; trade mark design; heraldry and flags; dictionaries, and finishing with notes on a recent directory. Part two is devoted to official trade mark publications and consists of an inventory of the Science Reference Library's holdings in this field, arranged alphabetically by country. The directory of lists of trade names is located in part three. The entries have been grouped according to the *International classification of goods and services to which trade marks are applied* and arranged within each class by country of publication, with the United Kingdom first and other countries following alphabetically. Notes on the content and arrangement appear before the listings. Two indexes conclude the publication. The first is an index of keywords against class numbers and is based on the index to the international classification and broadly corresponds to the descriptive headings at the beginning of each class. The second is an index of the subject matter in the publications cited in part three. Guidance on the use of both of the indexes is also contained in the introduction to part three. This is the first edition of the guide: future revisions are planned and comments and suggestions are invited from those concerned with both trade marks as such and the relevant literature.

EEC: regional development

European Regional Development Fund: First Annual Report 1975. Bulletin of the European Communities, Supplement 7/76. (38 pages. Available from HMSO. 1976. £0.60. ISBN 0 11 935695 3.) The European Regional Development Fund was established by a council regulation of 18 March 1975. It required that the commission should present an annual report both to the European parliament and to the EEC council and that this report should cover the financial management of the fund together with the conclusions drawn by the commission for supervision of the fund's operations. Although ostensibly covering the year 1975, this particular report does include comments on activities and events for part of the current year. The introduction stresses the point that the fund should not be confused with the community regional policy, and although of primary importance, it is but one instrument of that policy. Chapter two describes the economic circumstances in which the fund was established and includes notes on future prospects. The fund's activities in 1975 are outlined in chapter three while general information on the fund is presented in chapter four. Particular regional development programmes are examined in chapter five. The report then goes on to place the fund in its operational context, in chapter six, by means of an extended comment on co-ordination both with other community policies and with other financial instruments. Chapter seven lists the overall conclusions for this first year of the fund's operations. Two annexes provide background information: the first is a compilation of socio-economic indicators in the form of tables and graphs; the second lists the assistance grants dispensed in 1975. This booklet is one of a series published as supplements to the *EEC Bulletin* and available as separate items. A previous example, noted on this page in *Trade and Industry* 28 May 1976, was *number 4/76, Common Research and Development Policy: objectives, priorities and resources.*

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many Government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

The City: a new guide

The City Directory 1976-77, compiled by David W. Pigott. (340 pages. Published jointly by the *Investors Chronicle* and Woodhead Faulkner. Available from Woodhead Faulkner, 7 Rose Crescent, Cambridge CB2 3LL. 1976. Cased: £8.50, plus £0.60 post; ISBN 0 85941 046 3: Paper: £5.95, plus £0.50 post; ISBN 0 85941 031 5.) Compiled by a librarian working in the City, this is the first edition of a work designed as a guide to the financial and professional services allied to the City of London. The first section of the publication is devoted to 16 essays surveying some of the various institutions which comprise the City. The authors of these contributions are all associated with the relevant organisations, which include, clearing and merchant banks, the Stock Exchange, discount houses, unit trusts and investment trust companies. Also featured in this preliminary series of articles are comments on the role of the City, industry and the City, communications and information services as well as a paper which analyses the City as a major financial centre. The second, and major, part of the volume consists of the directory compilation. The entries are grouped under 15 major headings: banking, the money market, stock market, funds, insurance, building societies, financial services, commodity and bullion markets, export-import houses, shipbrokers and airbrokers, professional services, advertising and public relations, miscellaneous business services, the financial press and, finally, professional bodies and other sources of information. Within each of these major areas, other, more specific headings are arranged in alphabetical order. The entries themselves consist of the full name of the body concerned, the postal address together with the telephone and telex number. A full index of the entries, some five thousand in all, concludes the volume. The very specific structure of this work allows the reader to locate virtually all of the institutions in a particular field at a glance and this, together with the very extensive coverage, make it a useful addition to the commercial reference shelf.

Pressure groups: who they are

The Guardian Directory of Pressure Groups and Representative Associations, edited by Peter Shipley (265 pages. Wilton. House Publications. 1976. £7.50. ISBN 0 904655 00 8.) The unique feature of this publication is that it brings together, in an organised and coherent manner, information on those organisations whose main characteristic is one of representation. The introduction to the directory consists of an extended essay on the function and activities of pressure groups in the context of modern Britain. It comprises some three hundred and fifty entries arranged under 12 subject headings; political; employers industrial and professional; trade unions; consumer groups and miscellaneous economic interests and campaigns; international; social; women's organisations; health and medical; educational, scientific and cultural; religious and ethical; environmental; and concluding with animal welfare and protection. Subject to availability, the information given on organisations includes details of their past, present and proposed activity, prominent supporters, leading officials, size of membership or following, and their main publications. A select listing of further reading and sources follows the directory section and the volume concludes with an alphabetical index of entries. This publication should prove useful to those, both in commerce and government, who wish to understand the complex field of pressure group activity in the UK.

EEC: law and institutions

An introduction to the law and institutions of the European Communities, 2nd edition by D. Lasok and J. W. Bridge. (370 pages. Butterworths. 1976. Cased: £9.80. ISBN 0 406 26892 4. Paper: £6.40. ISBN 0 406 26893 2.) This new edition of *Lasok and Bridge* largely follows the pattern of the first edition published in 1973. The book is conceived very much as an introductory text intended primarily for those embarking on the study of community law. Thus, the emphasis is placed on the genesis, nature and general principles of community law and institutions, while providing an outline of substantive economic law. The authors cover such topics as the historical background to the European communities; the roles of the council, the commission, the assembly and the court of justice; legal relations within the communities; and their external relations. Economic law is outlined with reference to monopolies and restrictive practices, taxation, agriculture and transport. The text has been revised to take account of the impact on United Kingdom law of British accession to the European communities, and to reflect developments in the community legal system itself. A detailed bibliography gives ample scope for further study of topics presented in outline only in the text.

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Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a government department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the department offers them a number of others. Firstly the Bank Guarantee scheme, enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

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T. W. Hawes, 320 Purley Way, Croydon, Surrey CR0 4XJ. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

R. A. Bounds, Robinson Building, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

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Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Three Crowns House, 72-80 Hills Road, Cambridge CB2 1NJ. Tel. 0223 68801. Telex 81624.

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F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

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Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, West Riding House, 67 Albion Street, Leeds LS1 5AA. Tel. 0532 450631. Telex 55125.

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Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

J. K. Sedman c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593 2258. Telex 420543.

European community news

Commission agrees phase-out of Italian exchange deposit scheme

The EEC commission has agreed to allow Italy to gradually phase out their exchange deposit scheme over a period of six months from 15 October 1976.

The scheme was introduced on 6 May (see the 14 May 1976 issue of *Trade and Industry*, page 433) with commission approval under article 108 of treaty of Rome, and extended for a further three months to 3 November when it was due to finish. Instead there will now be a gradual reduction in the rate of deposit beginning on 15 October when it falls from 50 per cent to 45 per cent.

Further reductions bring the rate down to 40 per cent from 30 November, to 25 per cent from 15 January 1977, to 10 per cent from 28 February and finally to zero from 15 April. The reductions will apply to all transactions subject to the scheme.

Commission proposes implementing EUA for 1978 budget

The commission has proposed that the council should adopt a resolution expressing their intention of using the European unit of account (EUA) for the budget of the European communities from 1 January 1978.

The unit of account used for the community budget at present is gold-based and is converted into national currencies at the last parity declared to the IMF. The EUA is based on a 'basket' of the currencies of all member states; its value in relation to national currencies is calculated each day. At present the EUA is used for transactions by the European Investment Bank, the European Coal and Steel Community and the fourth European development fund.

The commission's proposal follows a communication to the council on 29 March seeking the adoption of the EUA for the budget.

UK drought measures: Luxembourg announcement

A series of measures to help farmers affected by the drought were announced by Minister of Agriculture, Fisheries and Food, John Silkin in Luxembourg on 5 October following the meeting of EEC agriculture ministers.

He explained that he had had discussions with the farming organisations about the effects of the drought on agriculture, and had been considering what government action was needed.

Milk price raised

It had been decided, he said, to increase the guaranteed price for milk by 0.22p per litre (1p per gallon) for the 1976/77 milk year, which would enable the milk marketing boards to increase by rather over 0.44p per litre (2p per gallon) the price received by producers for the coming winter months, at a cost of some £30 million. (The guaranteed price for milk was fixed in March at 9.46p per litre (43p per gallon). The present increase to 9.68p per litre (44p per gallon) is within the limits imposed by community arrangements).

The additional 2p per gallon for producers reflected the exceptional circumstances of the drought, Mr Silkin added. The increase would result in a revised guaranteed price of 44p per gallon applying to the 1976/77 marketing year as a whole and covering the period up to the end of March. To finance this increase, while containing food subsidies expenditure within the agreed provision, it would be necessary to bring forward an increase in the retail price of milk, which would now be raised by 1p per pint at the beginning of January.

Sheep: increased guaranteed price

Mr Silkin explained that the other area of the livestock sector that was particularly vulnerable, because of its dependence on grass and fodder crops during the winter, was sheep. For sheep, as for cattle, market prices were likely to be firm next year. In order to underline these prospects, it had been decided to increase the guaranteed price for fat sheep for the first three months of 1977 by 3p per lb.

Water storage: more grant aid

Finally, Mr Silkin said, it had been decided temporarily to increase the rates of grant aid available for the installation of water storage on farms and horticultural holdings. Subject to the approval of parliament and consultation with the UK's EEC partners it was the government's intention to increase the rates of grant under the farm capital grant scheme and the farm and horticulture development scheme by an extra 20 per cent of the cost, in respect of applications made during a 12-month period.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Dutch visit Creda plant

Mr R. P. Wilson (left), export director for Creda Electric Ltd with Dutch visitors at Creda's Jackson Electric production centre at Yate, near Bristol, where their tumble dryers and Russell Hobbs kettles are produced. Holland is one of the company's best markets.

European community new legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

Cattle, beef and veal. Regulation (EEC) 2360/76 supplementing regulations (EEC) 743/76 and (EEC) 803/76 laying down detailed rules for the granting of certain premiums for beef and veal as regards the event giving rise to payment of the premiums (*Official Journal* L267, 30 September 1976).

Regulation (EEC) 2363/76 amending regulation (EEC) 2221/76 establishing a list of the products of the beef and veal sector to which arrangements for the advance fixing of export refunds may apply (*Official Journal* L267, 30 September 1976).

Regulation (EEC) 2399/76 amending regulation (EEC) 1500/76 on the granting of private aid for beef at a standard rate fixed in advance (*Official Journal* L270, 2 October 1976).

Tobacco. Regulation (EEC) 2361/76 amending regulation (EEC) 3389/73 laying down the procedure and conditions for the sale of tobacco held by the intervention agencies (*Official Journal* L267, 30 September 1976).

Wine. Regulation (EEC) 2362/76 amending for the second time regulation (EEC) 438/71 laying down conditions for obtaining export refunds on wine (*Official Journal* L267, 30 September 1976).

Regulation (EEC) 2400/76 amending for the seventh time regulation (EEC) 2005/70 on the classification of vine varieties (*Official Journal* L270, 2 October 1976).

Milk and milk products. Regulation (EEC) 2385/76 amending regulation (EEC) 677/76 laying down detailed rules for the application of the system for compulsory purchase of skimmed-milk powder (*Official Journal* L268, 1 October 1976).

Regulation (EEC) 2413/76 fixing for the remainder of the 1976/77 milk year, the guideline figure for the fat content of standardised whole milk imported into Ireland and the UK (*Official Journal* L272, 5 October 1976).

Fruit and vegetables. Regulation (EEC) 2397/76 laying down quality standards for sweet peppers (*Official Journal* L270, 2 October 1976).

Regulation (EEC) 2398/76 amending regulation (EEC) 1203/73 fixing the conversion factors to be applied to the buying-in prices for fruit and vegetables (*Official Journal* L270, 2 October 1976).

Imports from non-member states

The *Official Journal of the European Communities* L270, 2 October 1976, contains the texts of the following decisions:

Decision 76/777/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to imports of bed linen, table linen, toilet linen and kitchen linen falling within heading no ex 62.02 of the common customs tariff, originating in India and in free circulation in the other member states.

Decision 76/778/EEC authorising Italy not to apply community treatment to radio receivers, whether or not combined with a sound reproducer, falling within subheading ex 85.15 A III of the common customs tariff, originating in Japan and in free circulation in the other member states.

Decision 76/779/EEC authorising Belgium, Luxembourg and the Netherlands, not to apply community treatment to drawn or blown glass falling within heading no ex 70.05 of the common customs tariff, originating in Poland and in free circulation in the other member states.

EEC/Greece association agreement

The *Official Journal of the European Communities* L265, 29 September 1976, contains the text of regulation (EEC) 2339/76 amending regulation (EEC) 1496/75 on the implementation of provisions adopted under the association between the EEC and Greece in respect of the movement of goods consequent on the extension of the association to the new member states.

EEC/Turkey association agreement

The *Official Journal of the European Communities* L265, 29 September 1976, contains the text of regulation (EEC) 2340/76 amending regulation (EEC) 428/73 on the application of decisions 5/72 and 4/72 of the association council provided for by the agreement establishing the associations between the EEC and Turkey.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Temporary suspension of common customs tariff

The Department of Trade gives notice of an application which has been made to the EEC commission by another member state of the community for a total suspension of the common customs tariff (CCT) on the following product:

Tariff heading	Description
28.21	Dichromium trioxide for production of chromium metal or chromium carbide

If the proposed total suspension of the CCT receives the unanimous agreement of the nine member states it is intended that it should operate for a period of six months with effect from 1 January 1977. It would supersede the existing reduction (to 12.9 per cent) of the CCT on the product.

If any UK companies are already manufacturing the product, or expect to do so shortly, and believe that total suspension of the duty would be detrimental to their interest, they should notify the Department of Trade accordingly. Representations should be made in writing to the Department of Trade, General Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ in time to arrive by 22 October at the latest.

Inquiries should be addressed to General Division, tel. 01-215 5519.

Go-ahead for Lomé accession negotiations with Papua New Guinea

Directives authorising the European commission to negotiate the accession of Papua New Guinea to the Lomé convention were adopted by the council of ministers on 4 October.

The commission envisages that the negotiations will open early in November. Their successful conclusion – expected by the end of the year – will enable the council to give approval for accession to the Lomé convention of Papua New Guinea, Cape Verde, and Sao Tomé and Principe; negotiations with the last two have already been undertaken.

UK trade with the EEC in the first half of 1976

In the first half of 1976 the United Kingdom's overall visible trade deficit fell to £1,513 million, its lowest level since the first half of 1973. This improvement was concentrated in trade with the developed countries (see table 1) broadly reflecting the increase in UK exports to these countries resulting from growth in the industrialised economies in this period.

Despite an increase of 26 per cent in the value of our exports to North America between the second half of 1975 and the first half of 1976, a 21 per cent higher level of arrivals caused the UK's visible trade deficit with this area to widen slightly over this period. The substantial improvement in our trade with the 'other developed' bloc of countries (Australia, New Zealand, Japan and South Africa) resulted from a relatively modest increase of 7 per cent in the value of exports and a 12 per cent fall in the value of imports. There was a marked deterioration in our trade surplus with the rest of the world grouping in the first half of 1976 as imports grew by 27 per cent and exports by 8 per cent.

The area with which our trade showed the most marked improvement in the first six months of this year was the EEC. The UK's visible trade deficit with the community in this period was £1,017 million, £203 million less than in the second half of 1975. This reduction in our deficit resulted from a 24 per cent increase in exports and a rise of 13 per cent in imports; this was the third successive half-year that deliveries to the EEC have grown faster than arrivals from the community (see table 2).

Table 3 analyses our trade with the EEC by broad commodity group. A commodity breakdown of exports and imports is not available on a balance of payments basis but the commodities contributing to the movements in the overall deficit can be seen from the 'crude' balance of trade ie the difference between exports fob and imports cif – although this is not a good measure of the balance of trade in goods because of, inter alia, differences in valuation. A further difficulty arises with non-calendar year data in that the commodity detail is not available seasonally adjusted, and thus some movements in crude balance between, for example, half years may reflect only normal seasonal fluctuations. For this reason the figures in this table must be used with caution.

Food and live animals

While the crude deficit in food and live animals in the first half of 1976 was £66 million less than the deficit in the previous six months, it was at the same level as in the first half of 1975.

Over the year between the first halves of 1975 and 1976, increases in the deficit on our trade with the EEC in cereals and fruit and vegetables were broadly offset by improvements in trade in sugar and meat.

The crude deficit with the EEC on trade in meat was £157 million in the first half of 1975, and at much the same level in the second half year. A sharp increase in beef exports, from £29 million to £62 million, between the two half years, reflected both a substantial increase in volume and in prices as a consequence of the gradual approximation of UK prices to full community level during the period of transition. This was virtually offset by an increased value of imports of prepared and preserved meat. The improvement in the first half of 1976 was widespread among the various types of meats and reflected both higher exports and lower imports. The reasons for this are somewhat complex and vary from one meat to another but broadly it reflected a fall of about 6 per cent in UK consumption, coupled with a 3 per cent fall in home supplies of all meats.

Between the first halves of 1975 and 1976 there was a sharp increase, from £116 million to £198 million, in the UK's deficit in cereals with the EEC. Imports of wheat rose from £64 million in the first half of 1975 to £116 million in the second half of the year, and remained at this level in the first half of 1976. The increase reflected a poor UK 1975 wheat harvest at a time of an exceptionally good quality harvest in the rest of the EEC. There was also some switching of our sources of supply of wheat over this period from North America to EEC. The effect of the increase in wheat imports was offset to some extent in the second half of 1975 by a marked rise in exports of barley from £19 million to £44 million. This rise was due to the price structure of cereals at the time of the 1975 harvest which had the effect that UK prices were significantly below community prices in that period. As world barley prices have since fallen this situation has not been maintained into 1976 and barley exports fell back sharply in the first half of this year.

A further contribution to the increasing cereal deficit was made by a rise in maize imports from the EEC in the first half of 1976, much of which is transhipped through the community.

There was also an increase in the deficit on fruit and vegetables over the year to the first half of 1976. Between the first and second halves of 1975 the rise in the deficit from £79 million to £95 million reflected a greater value of imports of potatoes (from £2 million to £16 million, arising from the very poor UK 1975 potato crop) and pears, peaches and plums. This was offset to some extent by a reduction in the value of tomatoes imported. The continued increase in the deficit, to £114 million, in the first half of 1976, will partly have reflected seasonal movements and was due to increases in the value of many categories of fruit and vegetable imports, including potatoes, tomatoes, other vegetables and apples.

TABLE 1 UK balance of trade by area

£ million, balance of payments basis, seasonally adjusted

	EEC	Rest of Western Europe	North America	Other developed countries	Oil exporting countries	Rest of world	Total
1970	+44	+178	−483	+149	−113	+200	−25
1971	−185	+118	−170	+223	−188	+482	+280
1972	−585	−37	−77	−154	−131	+282	−702
1973	−1,165	−277	−276	−202	−329	−85	−2,334
1974	−2,007	−357	−707	+93	−2,219	−23	−5,220
1975	−2,352	−63	−671	−20	−708	+610	−3,204
1975							
1st half	−1,132	+28	−361	+35	−379	+295	−1,533
2nd half	−1,220	−91	−310	−55	−329	+315	−1,671
1976							
1st half	−1,017	−38	−325	+119	−298	+46	−1,513

TABLE 2 UK balance of trade with the EEC

£ million, balance of payments basis, seasonally adjusted (percentage change on previous period)

		Exports fob	Imports fob	Visible balance
1970		2,269	2,225	+44
1971		2,408 (+6%)	2,593 (+17%)	−185
1972		2,682 (+11%)	3,267 (+26%)	−585
1973		3,754 (+40%)	4,919 (+51%)	−1,165
1974		5,275 (+41%)	7,282 (+48%)	−2,007
1975		5,945 (+13%)	8,297 (+14%)	−2,352
1975	1st half	2,782 (+2%)	3,914 (+1%)	−1,132
	2nd half	3,163 (+14%)	4,383 (+12%)	−1,220
1976	1st half	3,927 (+24%)	4,944 (+13%)	−1,017

Imports of sugar from the community, which had been high in the first half of 1975 as a consequence of the failure of the UK's 1974 sugar beet harvest, fell back in the second half year. In the first half of 1976 the value of imported sugar from the community was less than half the value in the first six months of 1975.

While the UK's crude trade deficit with the EEC in dairy produce was at much the same level in the first halves of 1975 and 1976, it was at a considerably higher level in the second half of 1975. This increase between the two halves of last year reflected a higher level of imports of butter, cheese and milk and cream. The reduction in the first six months of 1976 was due to a falling back in these categories of imports coupled with a sharp rise in milk and cream exports to the community; a consequence of a significant rise in UK milk production and a fall in consumption of most dairy products.

Fuels

The rise in the deficit on trade in fuels occurred despite a faster increase in the value of exports of petroleum and petroleum products to the EEC (up by nearly 70 per cent between the first halves of 1975 and 1976) than in imports (which rose in value by 43 per cent over the same period). Both increases reflected both greater volumes of trade and higher petroleum prices.

The UK's surplus with the EEC on trade in coal fell in the first half of 1976 to £5 million from £24 million in the first half of 1975. Over this period coal exports fell from £28 million to £14 million, while coal imports rose from £4 million to £9 million.

Manufactured goods

After falling between 1974 and 1975 the crude deficit with the EEC in plastics increased again in the first half of 1976. This largely reflects the increase in economic activity and higher levels of both exports and imports. The ratio of exports of plastics to the EEC to imports of plastics from the EEC was 0.63 in the first half of 1976, a lower level than in 1975 when demand was particularly depressed, but otherwise higher than in any other half year since 1971.

The small increase in the first half of 1976 in the crude deficit on trade with the EEC in iron and steel occurred despite a faster growth in exports between the first six months of 1975 and 1976 (25 per cent) than in imports (11 per cent). In 1970 the UK had a crude trade surplus in its iron and steel trade with the community, but since 1971 the deficit has widened in each full year.

There was a sharp increase in the crude surplus on trade in precious stones in the first half of 1976. This largely reflected an increase in diamond exports from £107 million in the first half of 1975, to £223 million in the first six months of this year. Over four-fifths of UK exports of diamonds to the EEC are despatched to Belgium/Luxembourg.

The worsening in our deficit with the EEC in machinery (from £80 million in January-June 1975 to £145 million in January-June 1976) was wholly accounted for by the import of North Sea production installations valued at £136 million in the first half of this year, while there were no such arrivals in the first half of 1975.

Among other machinery items, the crude balance of our trade with the EEC improved over this period in internal combustion engines, agricultural machinery, statistical machines, telecommunications apparatus, and electrical measuring and controlling instruments and apparatus. These improvements were offset to some extent by increased deficits in our trade in metal-working machinery and electric power machinery.

The balance of trade in road motor vehicles was at much the same level in the first half of 1976 than a year earlier. Over this period exports increased by 60 per cent, while imports were 49 per cent higher. A deficit on trade in passenger cars was partly offset by surpluses on trade in lorries and vehicle parts.

TABLE 3 Crude trade balance* with the EEC by commodity

£ million, not seasonally adjusted, overseas trade statistics basis

SITC(R) Section	1973	1974	1975	1975 1st half	1975 2nd half	1976 1st half
0 Food	−699	−1,220	−1,474	−704	−770	−704
1 Beverages and tobacco	−111	−86	−66	−24	−42	−26
2 Basic materials	+2	+10	+28	+7	+21	+6
3 Fuels	−105	−251	−326	−153	−173	−197
4 Vegetable oils	−13	−32	−30	−14	−16	−15
5 Chemicals	−33	−106	−5	+4	−9	−23
6 Other semi-manufactures	+182	−142	−182	−119	−63	+46
7 Machinery and transport equipment	−321	−262	−228	−118	−110	−147
8 Other manufactures	−103	−127	−129	−81	−48	−45
9 Other goods	+27	+20	+27	+7	+20	0
Total, not seasonally adjusted	−1,172	−2,196	−2,386	−1,194	−1,192	−1,105
Total, seasonally adjusted	−1,172	−2,196	−2,386	−1,159	−1,227	−1,105
The crude balance in some of the major commodities was:						
Meat	−238	−329	−310	−157	−153	−130
Dairy produce	−119	−259	−412	−170	−242	−169
Cereals	−128	−284	−263	−116	−147	−198
Fruit and vegetables	−99	−129	−174	−79	−95	−114
Sugar	−3	−68	−152	−105	−47	−35
Fuels	−105	−251	−326	−153	−173	−197
Plastics	−62	−143	−62	−25	−37	−55
Iron and steel	−73	−293	−311	−157	−154	−163
Precious stones	+185	+184	+146	+55	+91	+146
Machinery	−229	−202	−190	−80	−110	−145
Road motor vehicles	−125	−94	−96	−57	−39	−61

* The crude trade balance – (exports fob less imports cif) is not a good measure of the balance of trade in goods because inter alia of differences in valuation.

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OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotion Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your Regional Office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals and the imports of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information in respect of specific countries,

ring

01-248 5757 ext.

▼ Sub-section A
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Benelux; Dutch overseas territories; Irish Republic; Italy; Federal Republic of Germany; Eastern Bloc; China

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401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Island, Cook Island, Niue Island, Tokelau Isles
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Islands (Indian Ocean), Nauru, Papua New Guinea, New Hebrides, Philippines
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix Island, Line Island), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section G
Middle and Far East

420 Afghanistan, Bangladesh, Burma, India, Japan, N. Korea, S. Korea, Nepal, Pakistan, Taiwan, Yemen Arab Republic, Yemen PDR
475 Kampuchea (formerly Cambodia), Iran, Iraq, Jordan, Kuwait, Laos, Lebanon, Lower Gulf States (Bahrain, Qatar, Oman, United Arab Emirates), Saudi Arabia, Sudan, Syria, Socialist Republic of Vietnam

Sub-section F
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7312 Antigua, Bahamas, Barbados, Belize (British Honduras), Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis/Anguilla, St Lucia, St Vincent, Trinidad, Tobago, Turks and Caicos Islands
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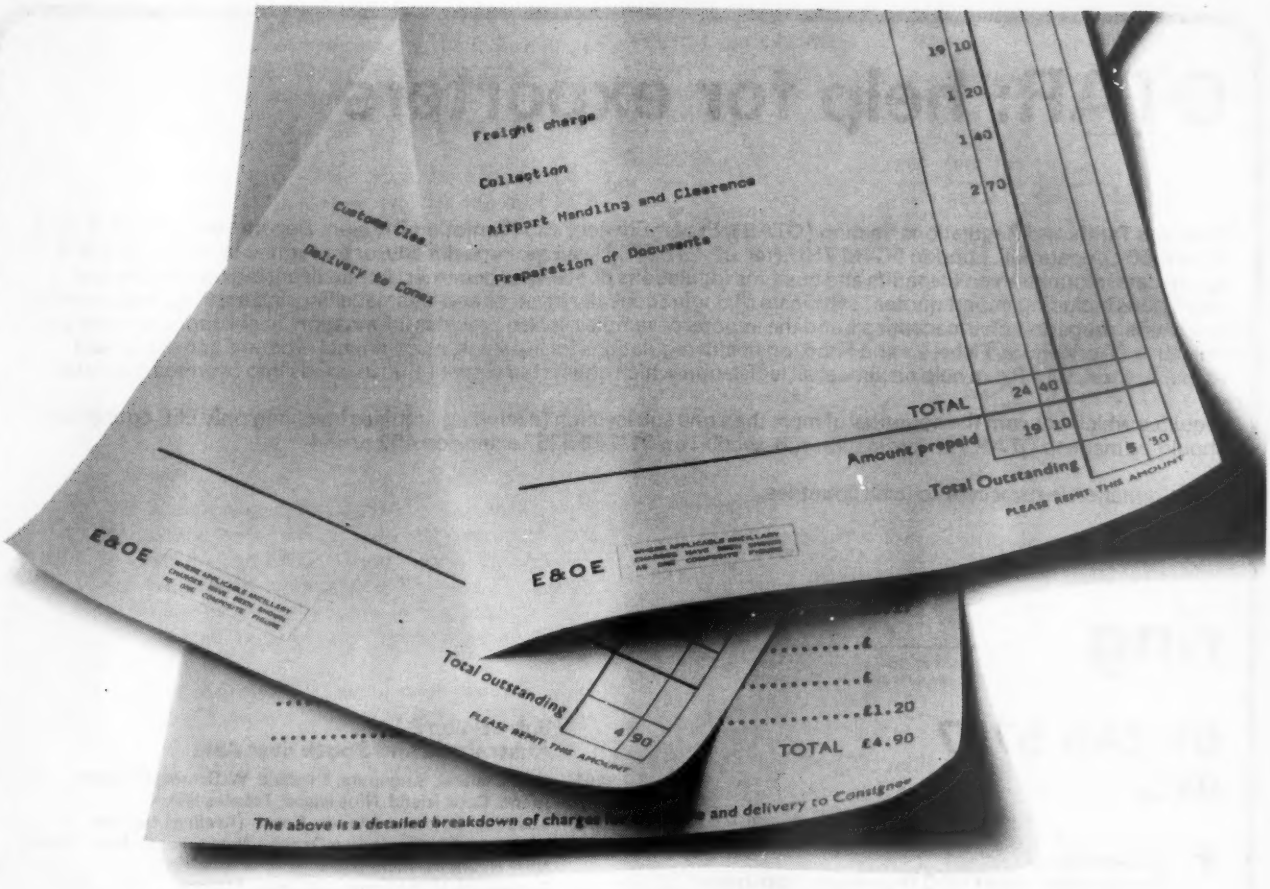
472 Burundi, Cameroon, Canary Islands, Central African Republic, Chad, Congo (Brazzaville), Benin, Ethiopia, Gabon, Guinea, Ivory Coast, Kenya, Tanzania, Uganda, Madagascar, Mali, Mauritania, Niger, Senegal, Togo, Upper Volta, Zaire, Equatorial Guinea
473 The Gambia, Ghana, Liberia, Malawi, Nigeria, Rhodesia, Sierra Leone, Zambia



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Overseas trade news

Joint committee agrees methods to encourage UK/Israel trade

A number of ways to encourage trade between the UK and Israel were agreed at the first meeting of the UK/Israel joint committee at their meeting in Tel Aviv from 5 to 7 October.

The methods, announced in a communique after the meeting, include the promotion of trade through trade fairs, missions, the exchange of information on packaging and design, and the continued exchange of expert advice on techniques of government assistance to export promotion; the increased use of facilities available for market research; close co-operation in the simplification of trade documentation procedures; seeking to remove barriers such as those resulting from differences in standards and certificate requirements; and fair and equal access to public purchasing opportunities in both countries.

In accordance with the terms of reference agreed between Israeli minister Haim Bar-Lev and Edmund Dell, Secretary of State for Trade, the committee reviewed the development of trade between Israel and the UK in 1975, the prospects for 1976/77 in the light of economic conditions prevailing in the two countries and agreed that there were good prospects for enlarging trade relations to the benefit of both parties, both in the current year and in the years ahead.

The joint committee agreed on the exchange of information and consultation between government bodies and the further development of similar exchanges between public and private bodies on the methods of encouraging trade. The communique continued: 'It has become evident that the expansion of commercial relations presently entails also industrial and R and D co-operation. The committee discussed the extension of the terms of reference of the joint committee to cover such co-operation'.

The committee also reviewed the possibilities for investment by UK firms in Israel and the ways in which such investment could be financed within current UK exchange control regulations without recourse to investment currency.

The communique explained that the committee had discussed at length the problem of the Arab boycott and its effects on the trade and economic relations between the two countries and noted the government's explicit opposition as stated by ministers in the House of Commons. The Israeli delegation requested practical steps to be taken in this respect.

The UK delegation at the talks was headed by Mr J. Caines, Under-Secretary at the Department of Trade. The Israeli delegation was headed by Dr Y. Cohen, assistant director-general for Foreign Trade in the Ministry of Commerce and Industry.

The UK/Israel joint committee was set up in October 1975 following talks between Peter Shore, then Secretary of State for Trade, and Haim Bar-Lev.

Venezuelan planning minister visits UK for trade talks

Gumersindo Rodriguez, the Venezuelan Minister of State for Planning, has been visiting the UK this week at the invitation of Edmund Dell, Secretary of State for Trade. He is returning to Venezuela today (15 October).

His programme in London included calls on ministers and talks with leaders of both nationalised and private sector industries. Discussions centred on the fifth Venezuelan development plan (1976-80), bilateral trade and co-operation, as well as a range of planning, environmental and regional development topics.

In London this week: Gumersindo Rodriguez (left) with Edmund Dell.

Certification of origin for Middle East countries

The Arab-British Chamber of Commerce have recently introduced an Arab-British Chamber of Commerce certificate of origin for which they or their agents will also undertake certification. It is reliably understood that for the present either the existing form of certificate of origin issued by any UK chamber of commerce designated as an issuing body or the Arab-British Chamber of Commerce form is acceptable in Algeria, United Arab Emirates, Dubai, Saudi Arabia and Jordan.

Inquiries from British exporters may be addressed to OTAR Section, Export Data Branch, Export House, 50 Ludgate Hill EC4M 7HU (tel. 01-248575 ext. 458/461).

UK and United States cut capacity on two North Atlantic routes

Britain has reached agreement with the United States on the cuts in scheduled UK and United States airline services on two North Atlantic routes during the coming winter season.

This follows two months of discussions since the Department of Trade announced that it regarded as excessive the proposals on capacity by the United States airlines for the London to Miami and London to Chicago routes.

The understanding now reached with the United States provides that, starting on 1 November, there will be no more than six wide-bodied return services per week by each airline for five months and five services per week for one month between London and Miami, and on the London to Chicago route, no more than five wide-bodied return services per week each for four months and four services a week each for a two-month period.

The Department of Trade said that this understanding helped to pave the way for the negotiation of a new air services agreement to replace the Bermuda agreement next June. One of Britain's principal objectives in these negotiations was to match capacity closely to demand. The difficulties over this winter's capacity demonstrated how important it was to develop an effective system of capacity regulation.

Duke of Kent meets Norwegians in Yorkshire

During a visit as part of an export campaign in Yorkshire to the Leeds factory of Howson Algraphy the Duke of Kent, vice chairman of the British Overseas Trade Board, stopped to talk to a party of Norwegians. The company is part of the Vickers Group and produces printing plates, chemicals and associated equipment.

UK/Finnish joint commission agrees to further collaborative action

At the sixth annual meeting of the Anglo-Finnish Joint Commission for Technological Collaboration held in London from 4–8 October there was a useful exchange of views and the commission reviewed areas in which collaboration could be of benefit to both sides. Action was also agreed on a number of practical steps to be taken over the coming year to further such collaboration.

The Finnish team was led by Mr P. Rekola, Under Secretary of the Finnish Ministry of Commerce and Industry and the British side was led by Mr D. N. Royce, Under Secretary, Department of Trade.

The main tasks of the joint commission, which is a body of officials and industrialists, are to promote further industrial co-operation and exchange of scientific and technological information and know-how in the fields of interest to the industrial enterprises and research institutions of both countries.

In the six years in which it has been in existence, the commission has been a valuable means of increasing the flow of industrial technology between the two countries. Activities since the last meeting in 1975, for example, have included the visit to the UK of two missions of Finnish senior officials, academics and businessmen to look respectively at computers and software and medical electronics, particularly computer-aided diagnosis. Other subjects discussed this year have included transport, food technology and the possibility of co-operation in joint ventures in third countries.

The commission pictured before their final meeting in London.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1580: Imports of men's and boys' woven shirts of man-made fibres from Romania

As already announced, imports into the United Kingdom of men's and boys' woven mmf shirts originating in Romania have been suspended pending the outcome of discussions between the EEC commission and Romania to establish what arrangements should govern the importation of such shirts into the UK during the remainder of 1976. The description of the goods affected is as follows:

Tariff heading	Description
ex 61.03	Men's and boys' shirts of synthetic textile fibres or of other textile materials other than cotton

Existing surveillance arrangements
Imports of these goods were already subject to surveillance licensing. Surveillance licences for such goods from Romania granted on or before 7 October 1976 will remain valid in respect of such importations made up to *but not including* 13 October 1976 and which can be shown to have been in transit to the UK on or before 7 October 1976. All surveillance licences for such goods from Romania will be revoked with effect from 13 October 1976.

Irrevocable letters of credit
Applications will be considered in respect of such goods from Romania which do not meet the criteria described before, but which are the subject of irrevocable letters of credit opened on or before 7 October 1976. Applications should be made on form ILB/A to Import Licensing Branch, Department of Trade, Charles House, 375 Kensington High Street, London W14 8QH and should be accompanied by a copy of the letter of credit. The closing date for receipt of such applications is 29 October 1976. No guarantee can however be given that further shipments will be permitted and traders should take steps to defer shipments pending a further announcement. Traders are also reminded that current exchange control regulations in respect of goods subject to restriction prohibit banks from opening letters of credit, or amending those subsisting, unless they are satisfied that a valid import licence has been issued for such goods.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 280.

Applications for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the supply available is not substantial having regard to the existing UK demand.

Representations invited
Representations are invited from manufacturers in this country who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the UK demand for this material.

Temporary exemptions come into effect on the operative date of the legislation authorising this and will remain in operation until 30 June 1978 or for such shorter period as may be justified.

Interested parties
Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a trade association, giving the reference shown below and stating whether their names may be passed to the applicant for temporary exemption.

Representations should be received by 29 October.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
78.01	Lead alloy waste and scrap in ingot form for smelting	As in previous column	30 June 1978	T 14993

Anti-dumping application on spectrophotometers withdrawn

No further action is to be taken by the Department of Trade on an application for the imposition of anti-dumping duties on single-beam, atomic absorption spectrophotometers from the United States. The department had announced on 5 March that it was considering an application for the imposition of such duties under the Customs Duties (Dumping and Subsidies) Act 1969 (see *Trade and Industry*, 12 March 1976 page 724).

Following a technical evaluation of spectrophotometers produced in the United States and the UK and in the light of subsequent price changes, the complainants have decided to withdraw their application.

Invitations open for Budapest spring fair

A British pavilion is being organised by the Department of Trade at the Budapest international spring fair in Hungary, to be held from 18 to 26 May 1977. This is one of the established annual trade fairs in Eastern Europe and one at which the Department has arranged official participation regularly since 1964.

By tradition the spring fair caters mainly for investment or capital goods including precision engineering (with the exception of control, regulation and automation); telecommunication, office machines and computers; power generation and electrical engineering; metal working and metallurgy; building industry, air conditioning, pumps and water generation; transport and materials handling (except car maintenance and garage accessories); raw materials and machines for light industry; chemical and mining industry (with the exception of the plastics industry). The product areas are closely aligned with the Hungarian five-year plan for 1976 to 1980 and covers all capital goods not covered by a series of smaller specialised exhibitions which take place during April.

Further details and application forms may be obtained from W. M. McKinnon, Department of Trade, Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU (tel. 01-248 5757 ext. 604).

ECGD backs two loans to Poland

The Export Credits Guarantee Department has guaranteed two £10 million lines of credit which have been made available to Bank Handlowy w Warszawie SA, Poland, by Midland Bank and Lloyds Bank International.

Both loans will help finance capital goods and associated services contracts placed in the UK by Polish buyers.

Export conference will hear success stories

More than 250 management and shop floor representatives from firms in east and west Sussex, Surrey and south London are expected to attend a major conference at Croydon on 28 October.

Aimed at helping firms to improve their export performance, the conference is part of a two-day campaign organised by the British Overseas Trade Board and led by its chairman, Sir Frederick Catherwood.

It will feature the export success of four firms in the area: Bevan Funnell Ltd of Newhaven, East Sussex – a family concern which exports 65 per cent of its reproduction furniture; Unicorn Products Ltd of Forest Hill – who prospered by teaching the world to play darts; EMI-Mec Ltd of East Grinstead, West Sussex – whose exports last year rose to more than 50 per cent of turnover; and Muirhead Ltd of Beckenham – who claim some 90 per cent of the world market in facsimile transmission equipment for complete newspapers.

Detailed 'case studies' of these four firms have been prepared by lecturers in business studies at the Kingston Regional Management Centre and its affiliated Management Studies Department in the Croydon College of Design and Technology. The studies describe the export techniques of the companies, and will be presented at the conference in audio-visual form by Professor Robert McKenzie, television broadcaster, supported by Sir Frederick and representatives of the firms concerned.

On the day before the conference the Duke of Kent who is vice-chairman of the British Overseas Trade Board, Sir Frederick and Mr S. D. Wilks, the board's chief executive, will between them visit the factories of the four companies, together with several more exporting firms in the conference area.

One of a series of events being organised throughout the country by the British Overseas Trade Board, the 'South London, Surrey and Sussex Export Conference' will be held at the Fairfield Halls, Croydon. Designed to enable exporters to exchange experience, in particular it will show how some exceptionally successful companies have overcome difficulties and developed techniques to foster their overseas trade.

In the South East, conferences have already taken place in West London and at Southampton, and others are planned for Kent and North London next year.

The Croydon conference comes some five months after the launch of Export Year – a nationwide campaign to emphasise that exports mean not only more jobs but greater job security and more prosperity. Already over 60 firms in the area have agreed to run their own Export Year campaigns as part of the drive.

Commenting on the importance of the Croydon conference, Sir Frederick said, 'Britain is on the threshold of an export-led expansion which should solve our economic problems if we can all pull together.

'World demand is rising. British export order books are filling up fast. If we meet the demand we will retain our credibility as an industrial nation, find the funds to finance our expansion and re-equip British industry, and break through to a high-productivity, high-wage economy. If we fail to get out on this tide, then we are stuck for a long time to come.

'In Export Year everyone can help and we hope to see representatives of both management and workers at the Croydon conference together with all those who support the exporters with expert advice and services.'

Delegates to the conference are expected to include representatives from the 'invisibles' sector as well as the service and manufacturing industries.

Hints to business men booklets

Revised editions of the booklets on Turkey and Zambia have been published in the 'Hints to Business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room DO5, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext. 7146, or any Regional Office of the Departments of Trade and Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd, 8/10 Parkway, London NW1 7AD, tel. 01-267 1285.

Merseyside chamber to visit Brazil

A 15-day trade mission to Brazil is being planned by the Merseyside Chamber of Commerce and Industry in March 1977. The mission, which will leave the UK on 3 March, and return on 18 March, will visit Rio de Janeiro and Sao Paulo. It is being organised under the auspices of the British Overseas Trade Board outward mission scheme.

Brazil, with its vast population of almost 90 million, is an extremely prosperous country, and offers exciting opportunities to the British exporter. Particularly in demand are capital goods and specialised equipment and materials of the type required for modern industrial production.

Further details can be obtained from Miss S. Halsall at the Merseyside Chamber of Commerce and Industry, 1 Old Hall Street, Liverpool L3 9HG, tel. 051-227 1234. The final date for applications is 20 November, but places will be issued on a 'first come first served' basis.

British businessmen visit Republic of Korea

Seventeen British businessmen are on a trade mission to the Republic of Korea, with the intention of expanding their exports to a country which is fast becoming an important manufacturing nation.

The mission, organised by the London Chamber of Commerce and Industry, with the support of BOTB, represents a wide range of British industry and commerce. It is being led by Mr G. C. Nichols, chairman of Rotaprint Ltd, the chairman of the Korea Trade Advisory Group of BOTB. The mission is aimed at the capital goods market where commodities such as mining equipment, metal-working equipment, agricultural equipment, food-processing plant. chemicals, medical equipment and office machinery are thought to offer immediate and profitable opportunities for British exporters. The visit will provide an opportunity to meet senior government and industrial organisations in Korea. Mission members will be taking part in the fourth joint conference of the UK/Korea Economic Development Committee and the Korea/British Trade Committee.

Korea does not offer many prospects in the field of consumer goods but there are excellent opportunities for companies wishing to make arrangements to manufacture under licence in many industrial sectors in a joint venture or wholly-owned subsidiary situation.

The London chamber of commerce has established a formal protocol of co-operation and amity with the Seoul chamber of commerce. Previous missions to Korea have provided a vehicle for delegations from the Korea Trade Advisory Group and the UK/Korea Economic Co-operative Group. These have resulted in regular joint meetings in Seoul and London.

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Write to Export Liaison Unit, BBC External Services, Bush House, London WC2B 4PH or phone 01-240 3456, ext. 2039 (telex 265781, cables Broadcasts London W1).

Britain's earnings achievement in overseas construction

British building and civil engineering firms won new overseas contracts worth nearly £1,500 million during the 1975/76 financial year. This article by the Department of the Environment describes some of the work undertaken in the Middle East, Africa, Oceania and America during this period.

If the overseas earnings of the related professions of consulting engineers, architects and surveyors are included, together with earnings from the direct investment of British parent construction companies in overseas branches and subsidiaries, the total contribution to the United Kingdom balance of payments by the construction industry – excluding building materials – exceeded £350 million in the 1975/76 financial year.

During this period, about 80 British building and civil engineering firms won new overseas contracts worth £1,433 million* at current prices – £310 million up on the figure for the previous 12 months. The value of work done overseas in 1975/76 rose substantially, to £875 million at current prices, compared with £467 million last year, while the value of work outstanding at 31 March 1976 was £1,859 million, an increase of £606 million over last year's figure. The value of net overseas earnings by British construction firms reached £158 million at current prices compared with the revised figure of £110 million in 1974/75.

The dominant share of the 1975/76 contracts, which were spread through 112 countries in all, was from the Middle Eastern countries (both Asiatic and African) where they reached a total value of £566 million, £35 million more than in 1974/75. Asia as a whole increased its total to £599 million (42 per cent of the world total) and Africa also showed an increase in 1975/76, where the value of new contracts rose substantially for the second year running, reaching £491 million compared with £258 million last year. Other areas to show an increase in 1975/76 were Oceania, where the value of new contracts rose by £29 million to £99 million, and America where the level of new contracts increased from £72 million in 1974/75 to £93 million in 1975/76. In Europe, the value of new contracts fell by £13 million to £151 million. The EEC countries accounted for a disappointing £16 million of the total compared with £41 million in 1974/75.

As in previous years, the major contracts were won by comparatively few firms with well established overseas interests; over 95 per cent of the total value was obtained by 20 firms with the top six accounting for 73 per cent of all contracts.

* Provisional figure.

Dubai dry dock under construction by the Costain-Taylor Woodrow joint venture.

The Middle East's large share

As we have seen, the largest share of the new contracts was awarded in the Middle East and most of the contracts obtained were attributable to the Asiatic Middle East.

Costain Civil Engineering Ltd and Taylor Woodrow International Ltd, in a joint venture, have been awarded a contract valued at £85 million for an extension to Port Rashid in Dubai. Work has commenced on the new breakwaters which will increase the area of protected water from 140 to 460 hectares. An additional 22 berths will be built and provision will be made to handle the most modern 'roll-on, roll-off' container ships. It is planned that the first five berths, complete with transit sheds and other associated facilities, will be handed over in mid-1978 with completion scheduled for 1979.

Another major contract won by Costain and Taylor Woodrow in a joint venture is for an extension to the Dubai dry dock complex, which they are at present constructing. The contract, worth £71 million, is for widening the scope of the repair and maintenance facilities. The entire complex will now comprise three dry docks for the repair of tankers ranging up to 1 million dead weight tonnage.

Taylor Woodrow International Ltd has joined with the State Constructional Contracting Company of Iraq to provide management and technical advice on the construction of a new £52 million phase of the University of Baghdad. Work on this extensive project, which covers the central academic area has begun and is being carried out for the Ministry of Works and Housing of the Republic of Iraq. The new phase of the project is programmed to take six years and includes the construction of 19 major buildings, together with earthworks and final landscaping. The buildings include laboratories, classrooms, the President's house, a library, auditorium, student's centre and a mosque. The site of the university is generally flat and is located within a loop of the Tigris river on the southern outskirts of Baghdad.

George Wimpey and Co Ltd in a joint venture with Messrs Al Futtaim, have won a contract valued at more than £4.3 million for the construction of a third bridge across the creek in Dubai. The contract, awarded by His Highness the Ruler of Dubai is for the construction of a five-span box girder bridge, carrying a dual carriageway road. Other contracts won by George Wimpey and Co Ltd and Messrs Al Futtaim in a joint venture, include a contract valued at £1.1 million for the extension to the Hamriya Dubai Fishing Harbour, and a contract involving earthworks for a new airport at Sharjah in the United Arab Emirates.

In the Sultanate of Oman, George Wimpey and Co Ltd has been awarded a contract by the Inspector General of the Royal Oman Police. The contract, valued at £1.6 million, is for the construction of stores, workshops, offices and ancillary buildings at Muscat. Also included are drainage and external works.

Balfour Beatty Power Construction Ltd, an operating company of the Balfour Beatty Group of BICC Ltd, has been awarded a contract by the Sharjah Electricity Department, United Arab Emirates, for 33kV overhead transmission lines. The order covers the design, supply and construction of twin single circuit wood pole lines, each of 20.5km length from the Sharjah power stations to the new Sharjah cement factory and airport.

Tarmac International has won three contracts in the Abu Dhabi area with a total value of more than £1.5 million. The largest is a £846,000 job for the Public Works Department and involves the strengthening and repair by sheet piling and underwater concreting of the corniche wall in Abu Dhabi. On nearby Das Island the company is to undertake earthworks and sea defences including a concrete sea wall and the placing of tetrapod armour units for Eastern Bechtel Corporation. The contract is worth over £0.5 million. Also on Das Island a new fire station and airport building together with the extension of two control rooms are among building works to be carried out under a £230,000 contract for Abu Dhabi Marine Areas.

The joint venture between Tarmac Inter-

A view of the Oman police headquarters being constructed by George Wimpey and Co Ltd. The centre block was opened in November 1975.

national and the German companies Trapp and Heitkamp has won another road-building contract in the Yemen Arab Republic. Following the completion of the 256km Sana'a to Taiz road, the joint venture is to undertake a £5 million contract to surface and realign a 64km stretch of road out of Taiz to link up with the Russian-built highway continuing to Hodeidah. The contract involves substantial earthworks associated with the realignment of the road, and the surfacing of the highway built many years ago by the Americans.

Bovis Construction has been awarded its first Iranian contract, worth over £0.5 million, for a programme of alterations and extensions to the Notre Dame Hospital, Tehran.

The African leap

In Africa, where the involvement of British contractors has increased in recent years the value of contracts leapt from £258 million in 1974/75 to £491 million in 1975/76.

Tarmac Overseas Ltd, a member of Tarmacs' international division, in a joint venture with the Arab contractors Osman Ahmed Osman Co, has been awarded a £30 million contract by the Ministry of Housing and Reconstruction, for the design and construction of a 2.2km-long road tunnel which is to run under the Suez Canal. The tunnel, to be known as the Ahmed Hamdi Tunnel, will pass under the canal at a point 12km north of Port Suez at El Shatt. With an internal diameter of 10.4m to take a two-lane road, it will be, at its deepest point, 50m below the canal's present water level, as it has been designed to allow for the Egyptian government's future plans to widen and increase the depth of water from 15m to 25m to accommodate larger ships. The contract comprises a 1,630m concrete-lined bored tunnel, 560m of cut and cover tunnel, 600m of approach access ramps, buildings for administration, and the housing of ventilation equipment and extensive ground investigations.

George Wimpey and Co (Nigeria) Ltd has been awarded a contract, valued at £27.8 million, by the Nigerian Federal Ministry of Works. The contract is for the construction of 119km of road between Jos, the capital of Plateau State and Bauchi the capital of the newly formed Bauchi State. The road will have an asphalt surface with a width of 7.3m and hard shoulders of 2.75m. Other contracts won by George Wimpey and Co (Nigeria) Ltd include a contract with an initial value of £12.5 million, awarded by the Federal Ministry of Education, for the construction of an advanced teacher training college at Pankshin in Plateau State and a sub-contract valued at £3.25 million for earthworks, 30km of roads and a comprehensive storm water drainage scheme at the Naira Lagos International Trades Fair.

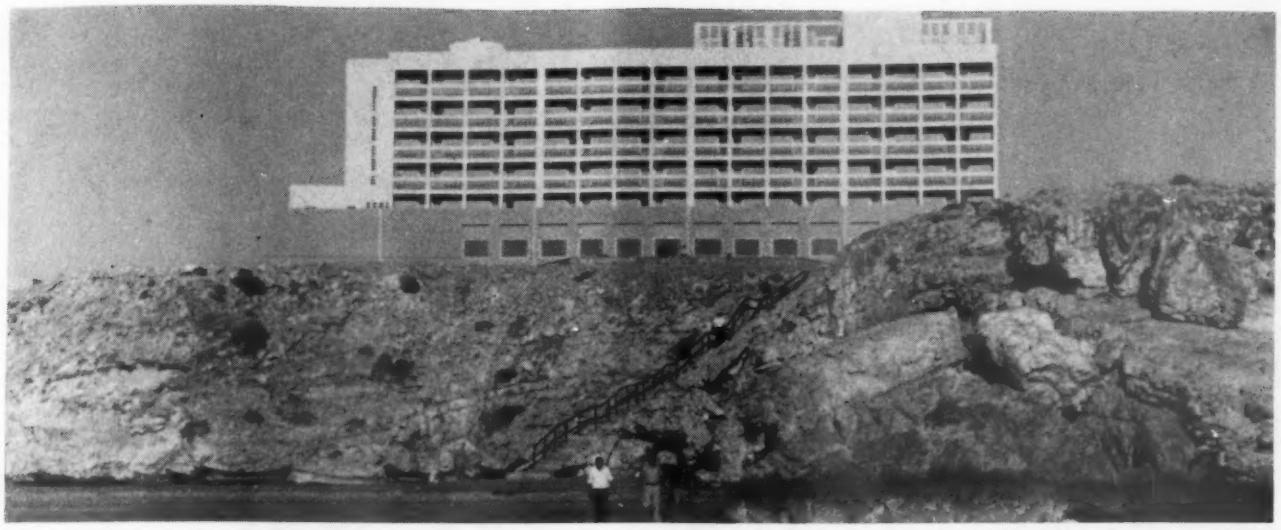
Costain (West Africa) Ltd has won two contracts worth over £10 million from the government of Nigeria's North Western State Ministry of Works to construct two water supply extensions at Minna and Bida. Each project will consist of a new treatment works, comprising reinforced concrete sedimentation tanks, filter block, main pumping house, chemical stores and a 1 million gallon balancing reservoir. The contracts also include the construction of raw treatment pumping stations and intake structures at the river, and the laying of 21km of 450mm ductile iron pipe from the raw water pump houses to the treatment works and water storage tanks.

Costain (West Africa) also won another two contracts in Nigeria worth over £9 million. The first, valued at almost £4 million, is for civil engineering works for extensions at Nkalagu cement works and Ngbo quarry for the Nigerian Cement Co Ltd. Nkalagu is a fully operational cement works and the new structures will be adjacent to those already in existence. The contract is to design and construct machinery foundations, concrete superstructures and structual steel buildings. The contract also includes roads and drainage and a small bridge over an adjacent river. At Ngbo Costain is constructing a conveyor, raw mills, slurry basin, pumphouses and a crushing plant which will require 13.5m excavation into rock. The second contract for over £5 million was awarded to Costain by the Rivers State government to construct a 10-storey podium block for the New Secretariat at Port Harcourt. Construction generally will be of reinforced concrete frame on piled foundations with blockwork infilling and metal windows. Ancillary works include car parking, sculptured fencing, landscaping and drainage.

BICC Construction Ltd, a member of the Balfour Beatty Group of BICC, has been awarded a further major contract, by the National Electric Power Authority, for the extension of Nigeria's 132kV power transmission system. The order covers 324km of single circuit and 20km of double circuit overhead lines in the Kano and North Central States. One of the lines will supply power from the 330/132kV Kano sub-station northwestwards to Kankiya and Katsina; the second will run eastwards from the same substation at Kano to Hadejia; the first 20km section of this line will be double circuit construction as far as Ungua Zaki.

Cubitts Nigeria Ltd, a subsidiary of Cubitts International Ltd, has been awarded a contract worth over £10 million to build the Advanced Teachers' Training College at Yola, capital of Gongola State, Nigeria. This major project for the Federal Ministry of Education entails the construction of houses, hostels, staff quarters, laboratories, assembly halls and lecture rooms. More than 100 buildings are involved, covering an area of 2.5km^2. The contract also embraces the construction of roads, sewage, drainage, and the supply of water and all electrical and mechanical works. Another contract won by Cubitts Nigeria Ltd is for the reconstruction of the Maiduguri airport. The contract worth more than £9.3 million was awarded by the Nigerian Federal Ministry of Transport. In order to accommodate increasing Boeing 707 traffic, Cubitts are providing new airfield pavements, a central runway 2,800m long, adjacent runway areas, taxiways, a new apron and terminal area. The contract also entails the installation of improved airfield lighting, signs and markings. Cubitts will also be preparing the areas for future building sites, including the new terminal building, with the provision of access roads, taxiways, and subsidiary runways.

Stirling-Astaldi Ltd continue to increase their involvement in Africa. In Nigeria, in addition to obtaining new contracts for 500km of road construction, the company is engaged on a major bridge project at Yola. This work consists of designing and building a multiple span precast prestressed bridge across the Benue



The Gulf Hotel, Oman, designed and built by George Wimpey and Co Ltd.

River with a total length of 1,450m. Elsewhere in Africa, Stirling-Astaldi Ltd has obtained new work in Botswana, including the construction of a new road from Francistown to Nata; Kenya, where the company is engaged in a joint venture on hydro-electric work and, in the Ivory Coast, for major road and bridge construction.

Oceania: record broken

In Oceania, where the value of new contracts obtained rose to £99 million, British firms chalked up a new record, beating the previous (1973/74) record level of contracts by £24 million.

Costain Australia Ltd has been awarded several contracts during the period under review. The Australian Mutual Provident Society awarded Costain an £8 million contract to build the Knox shopping centre some 20km from Melbourne. The building is a reinforced concrete frame which will be clad in a fluted white block developed especially for the project.

Costain Australia Ltd has also won several contracts in Sydney, including a £5.25 million contract awarded by the Australian Telecom Commission to build an extension to the Haymarket telephone exchange; a paediatric block for the Prince of Wales Hospital for over £2 million; a public school, a gymnasium and a 10-storey college extension valued at approximately £2 million; two contracts to design and construct government offices totalling over £1 million; and a 12-storey hostel for old people for just under £0.5 million.

Elsewhere in Australia, Costain Australia Ltd has won a £5 million contract to build an office and computer centre in Canberra for the National Capital Development Commission; a £4.8 million contract to build a school in West Ryde for the Public Works Department of New South Wales, and, in a joint venture with AB and MA Chick Pty Ltd the company has been awarded a £2.2 million contract by the Australian government to build the Australian Trade Union Training College at Albury-Wodonga. This particular project will include a swimming pool, lecture, seminar, and conference facilities, video studies, a computer area and library.

Two contracts, together worth almost £3.6 million, have been awarded to Cubitts (New Zealand) Ltd for the construction of offices in Auckland and Wellington. The larger of the two, worth £2.6 million, is for the Norwich Union Life Insurance Society for whom Cubitts are building a 15-storey unit in reinforced concrete. The project comprises the tower structure plus car-parking at basement level, and three podium floors. The other contract, valued at just over £986,000 is for a nine-storey extension to an existing office block.

America: new contracts climb

In America, where the value of new contracts climbed to £93 million in 1975/76, Kier International, the new subsidiary of J. L. Kier Ltd, formed to control the overseas work of French Kier, has been awarded a £5.5 million contract to construct the first new container terminal at Port of Spain, Trinidad. The new berth, to be built in Grier Basin, at King's Wharf in the main docks area of Port of Spain, will be over 300m long. The contract includes dredging to give a 10m depth of water along the berth, and some 200,000m³ of fill for the dyke and reclaimed area and all the services and facilities connected with the terminal.

George Wimpey Canada Ltd has been awarded several contracts during the year under review. One of the largest is the £2 million contract awarded by the Ontario Housing Corporation for the advance preparation of a housing site, with all the services and roads. The others include a £1.82 million contract comprising roads, sewers and preparatory works for an estate development at Meadowvale, Ontario; similar contracts at Scarborough, valued at £1.74 million; at Whitby, valued at £1.66 million, at Nanticoke, valued at £1.46 million and at Brampton, valued at £1.31 million.

Taylor Woodrow International Ltd has been awarded a contract by the Guyana Electricity Corporation valued at approximately £0.5 million for the construction of the civil works for the Berbice power station. The contract includes the construction of concrete cellular raft foundations, steel-framed buildings with generator and machinery bases, foundations for river crossing towers and associated works.

Rest of the world

A consortium led by Kier International and including F. J. C. Lilley Ltd and Gammon (HK) Ltd has secured a £60 million contract for building two stations, and related tunnelling as part of the multi-million pound Hong Kong mass transit railway – now officially designated the Hong Kong metro. The contract includes the construction of Waterloo and Argyle stations and preliminary work on Prince Edward station, together with running tunnels from Waterloo station to Boundary Street.

Where the work goes: 1974-76[1]

£ million current prices

Geographical areas	Total value of new contracts obtained in the year ended			Total value of work done in the year ended			Total value of work outstanding at		
	31 Mar 1974[a]	31 Mar 1975[a]	31 Mar 1976[a]	31 Mar 1974[a]	31 Mar 1975[a]	31 Mar 1976[a]	31 Mar 1974[a]	31 Mar 1975[a]	31 Mar 1976[a]
Europe	62	164	151	57	72	89	77	166	230
Asia	225	559	599	78	161	399	216	617	833
Africa	138	258	491	115	127	229	144	282	580
America	54	72	93	62	52	84	33	54	56
Oceania	75	70	99	57	55	74	121	134	160
World total	554	1,123	1,433	369	467	875	591	1,253	1,859
of which: EEC	8	41	16	11	21	25	15	38	31
Middle East (in Asia and Africa)	211	531	566	62	146	386	198	588	788

[1] These figures include the contracts won, work done and work outstanding by wholly of mainly owned subsidiaries of British construction companies.
[a] Revised.
[a] Provisional.

More British telephone exchanges for Malaysia

An engineer of Plessey Telecommunications tests a 'Pentex' telephone exchange before shipment to Malaysia. The exchange is one of three – worth a total of £1.5 million – which will be installed at Muar, Segamet and Kuala Pilau. They will complement similar Plessey installations already in use at Jahore Bahru and Kuching. Combined subscriber and transit exchanges, they will be despatched in their containers ready for use. They can be in service within a few days after arrival as, line plant connections will have already been provided on site by the Malaysian telephone administration. This latest order will bring the total number of Pentex lines in Malaysia to 8,000.

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NB

The Dutch bought more than £3m per day worth of British goods in 1975
(only the U.S.A. and W. Germany bought more)

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Overseas trade country data

Austria

Duty-free quota for paper and paperboard exhausted. The Federal Ministry for Commerce, Trade and Industry has announced that the duty free quota established in accordance with protocol 1 of the EEC/Austria Trade Agreement for goods classified under heading 48.01 originating in the UK has been exhausted. Imports originating in the United Kingdom will therefore be dutiable as follows:

BN	Description	Duty
48.01	Paper and paperboard (including cellulose wadding), machine made, in rolls and sheets:	
	A Machine-made paper (except articles falling under subheading 48.01 C)	
ex 48.01	A8 Printing and writing paper, not containing mechanical wood pulp	7%

This duty will apply until 31 December 1976 or until the higher duty provided for in article 6 of protocol 1 is invoked. A new duty free quota will be opened on 1 January 1977.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Brazil

Tariff changes. The following changes in import duties have been notified:

The import duty incident on calcium silicide, under tariff heading 28.57.09.00, is increased from 15 per cent to 30 per cent.

The import duty incident on cuprous cyanide, under tariff heading 28.43.03.00, is increased from 15 per cent to 25 per cent.

The import duty on artists equipment is reduced as follows:

Tariff heading	Product	Duty rate Previous	New
15.07.08.02	Refined or purified linseed oil	155%	55%
59.07.00.00	Prepared canvases for painting	130%	30%
96.02.05.01	Hog's hair bristle or marten's hair brushes for painting	155%	55%
98.05.01.03	Pastel pencils suitable for artists	185%	85%

The import duty on a range of metal products is reduced as follows:

Tariff heading	Product	Duty rate Previous	New
81.04.09.02	Titanium filament, wire, strip, foil, rods, pellets and small plates	120%	20%
81.04.09.99	Other	130%	
	'ex' Titanium strip and sheet		20%
	'ex' Titanium bars and profiles of solid section		20%
	'ex' Titanium tube (including blanks)		20%
	'ex' Titanium accessories for tubes		20%
	'ex' Cast or forged parts, unworked, n.e.s.		20%

The following chemicals have been added to the list exempted from import duty under the terms of resolution 2259 provided they are for use in agriculture:

Tariff heading	Product
29.16.15.00	Iso-octyl ester of 2,4-dichlorophenoxyacetic acid, in a minimum concentration of 75% in weight and volume, of the equivalent acid
38.11.03.01	5-butyl-2-ethylamine-4-hydroxy-6-methyl pyrimidine (ethyrimol), in a minimum concentration of 28%, in weight and volume
38.11.03.02	2-(3,4-dichlorophenyl)-4-methyl-1,2,4-oxydiazolidine-3,5-dione (methazole), in a minimum concentration of 75% 1,1'-dimethyl-4,4'-bipyridilium (paraquat), dichloride and 3-(3,4-dichlorophenyl), 1,1-dimenthyl urea (riuron), in a minimum concentration of 20%, by weight and volume of each active ingredient in a colloidal suspension Methyl-5-(2,4-dichlorophenoxy)-2-nitrobenzoate, in a minimum concentration of 21%

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

In addition the following alterations were made to the specifications of chemicals already included in the list:

Tariff heading	Product
29.19.15.00	2-chloro-1-(2,4-dichlorophenyl)-vinyl-diethyl phosphate (chlorfenvinphos) in a minimum concentration of 92% Percentage of concentration altered to 90%
29.35.99.00	Methyl-3-(2-quinxamyl-methylene) carbazate N_3N_4 dioxide, in a minimum concentration of 100% (carbadox) Percentage of concentration reduced to 70%

The reference prices incident on the following enzymes have been altered as shown below, cancelling the previous reference prices.

Tariff heading	Product	Reference price US$/kg cif
29.40.07.00	Pancreatin (trypsin)	29
29.40.10.00 'ex'	Rennin (in powder form)	67
29.40.14.00	Bromelin	47

A reference price has been imposed on ortho-xylene, under tariff heading 29.01.48.02, of US$300 per tonne cif.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Proposed duty reduction on polyester Film. Customs Policy Council Edital 822, gave notice that the council was considering a reduction in import duty on polyester film, having an anti-halo coating on one side and a similar substrate on the other, suitable for the manufacture of photosensitive film, under tariff heading 39.01.04.04, of from 85 per cent to 15 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Proposed reduction in duty on morphine. Customs Policy Council Edital 823 gave notice that the council was considering a reduction in the import duty on morphine, of tariff heading 29.42.35.00, from 15 per cent to 0 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Canada

Health regulations. The Health Protection Branch of the Canadian Department of Health and Welfare has issued the following information letters:

1 No 478 clarified the areas of jurisdiction between the Feeds Act and Regulations and the Food and Drugs Act and Regulation in respect of veterinary drugs and animal feeds.

2 No 479 requests comments and suggestions on the current limits for electromedical devices, which should be made by 7 December 1976 to the Director, Bureau of Medical Devices, Environmental Health Directorate, Health Protection Branch, Tunney's Pasture, Ottawa, Ontario KAI OL2.

3 No 481 announces that the repeal date of the Proprietary or Patent Medicine Act has been extended from 1 July 1976 to 1 April 1977, and also the change in status of two drugs listed in the schedule to Division D of the Food and Drug Regulations.

Copies of the letters are available from OTAR 01-248 5757 ext. 455/456/457.

Finland

Excise taxes. The Finnish authorities have issued the following amended rates of excise tax:

BN number	Description	Tax
Alcoholic beverages:		
22.03	Beer containing a maximum of 2.25% ethyl alcohol (subject to soft drinks tax)	0.15 Fmks per litre
Sugar confectionery:		
18.06	Chocolates, chocolate coated dragees and bon-bons and other chocolate coated confectionery	5.20 Fmks per kg net
19.08	Baker's wares, the chocolate content of which is more than 50% by weight	5.20 Fmks per kg net
20.04	Confectionery made wholly or partly of fruit, berries or other parts of plants, candied or glazed with sugar	4.20 Fmks per kg net

No further information is available.
Inquiries: OTAR 01-248 5757 ext. 458/462.

Ghana

Investment. The Ghana Ministry of Industries published a notice in the Ghana *Commercial and Industrial Bulletin* of 3 September 1976 showing a list of areas where further investment is restricted. The list is as follows:

Sector/products	Remarks
Food, beverages and tobacco	
Beer and other alcoholic drinks	
Cigarettes	
Wheat flour	
Wood industries	
Logging	Except as part of sawmilling or other wood processing operation
Furniture for the domestic market	Except for self-employed indigenous Ghanaian carpenters
Textiles	
Elastic braids	
Zip fasteners	
Knitted and non-knitted garments	Except for self-employed indigenous Ghanaian tailors/seamstresses
Textile printing	Except screen hand printing by indigenous Ghanaians
Cotton yarn spinning	
Leather (including artificial leather)	
Leather bags/plastic bags	Except for self-employed, indigenous Ghanaians
Shoes and sandals	Except for self-employed, indigenous Ghanaians
Plastic products	
PVC pipes	
Polythene bags	
Furniture of steel and plastic or wholly of plastic	
Chemicals	
Candles	
Fertilisers	Position may be reviewed in 1977 if the proposed state project does not take off the ground
Emulsion and oil paint	Except a paint project using at least 65 per cent of total raw material requirements from local sources
Foam and spring mattresses	
Metals	
Assembly of domestic sewing machines	
Motor vehicle repair workshop	Except for self-employed Ghanaian fitters/mechanics
Manufacture of steel furniture	
Manufacture of steel doors and windows and frames thereof	
Electricals/electronics	
Assembly of refrigerators, air-conditioners and other household electrical equipment appliances	
Assembly of TV's, radios and other domestic electronic equipment	
Electrical repair workshop	Except for self-employed Ghanaian electricians
Construction and building materials	
Corrugated iron roofing sheets	There are at present 10 approved establishments – eight corrugated iron sheets, one aluminium sheets and one asbestos cement sheets, all operating at about 50 per cent capacity. In order to assure a reasonable market for the products of the proposed aluminium rolling mill, it is proposed at the appropriate time, to have the corrugated iron sheets plants switch over to the use of aluminium instead of iron sheets. Any future investment in this sub-sector will therefore only take the form of reorganisation of existing iron sheets factories and not approval of additional iron sheets or asbestos cement sheets plants
Corrugated asbestos cement roofing sheets	
Corrugated aluminium roofing sheets	
Flat asbestos cement sheets	
Asbestos cement pipes	
Portland cement	Except production of clinker as raw material for existing clinker grinding plants
Vehicle assembly	
Assembly of motor cars	
Assembly of commercial vehicles including buses	
Assembly of motor cycles, scooters and mopeds	
Assembly of bicycles and tricycles	
Printing/stationery/paper products	
Toilet rolls, cartons, stationery and other converted paper products	The position is to be reviewed when the proposed pulp mill goes into production
Commercial printing	

Inquiries: CRE 01-215 3064/3331.

Indonesia

Partial exemption from import duty of materials for the printing ink industry. The Indonesian Minister of Finance has announced partial exemption from import duty and sales tax on the import of basic materials and auxiliary materials for the printing ink industry. This will be back dated from 1 January 1975.

A list may be had on request from OTAR 01-248 5757 ext. 469/401/468.

Italy

Extension of exchange deposit scheme. The Italian exchange deposit scheme, introduced on 5 May 1976 and extended to 3 November, will be phased out over the six months from 15 October 1976. On 15 October the rate of deposit is to be reduced to 45 per cent, from 30 November to 40 per cent, from 15 January 1977 to 25 per cent, from 28 February to 10 per cent and from 15 April to zero. These reductions will apply to all transactions subject to the scheme. No further details are available at present.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Special seals for containers of non-alcoholic beverages. The Italian *Informazioni per il Commercio estero* published ministerial decree of 27 August 1976 concerning a special seal on the containers of non-alcoholic beverages for retail sale. The decree gives details of the non-alcoholic beverages whose containers must bear the special seal, where the seal must be placed, and the size of the letters for the words 'Vat seal'.

The container must show the mark of the manufacturer both of the container and the product enclosed inside. Containers of foreign origin, destined for retail sale must also have the special seal and the fixed markings. The decree came into force on 11 September 1976. Copies of the decree are available in Italian and an English translation is being prepared.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Jordan

Port congestion: import procedures. The Jordanian authorities have issued new rules and instructions to importers to ease congestion

at the Port of Aqaba. The main points are:

1 Importers may clear their goods after examination provided payment of fees and duties are paid within one week from clearance date.
2 Importers must remove their goods from the port within one month from the date of of unloading. Any delays will subject the whole consignment to a fine of 25 per cent of the value.
3 The government may also order removal of the goods from the port area at the expense and responsibility of the owner.
4 Food consignments and perishables must be delivered immediately to importers but cannot be distributed until they are tested and certified fit for human consumption.

It has also been announced that the 20 per cent fine on goods imported via ports other than Aqaba has been removed.

No further details are available.

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Republic of Korea

Agreement on patent applications. Following successful representations by the British embassy in Seoul, the Korean Patent Bureau are now accepting new applications for registration of both patents and trade marks, and outstanding applications will also now be processed. British applicants are advised to take early action.

Inquiries: Industrial Property and Copyright Department 01-405 8721 ext. 3243.

Libya

Tax law clause 78 1973. We have been informed that this law provides for payment of Libyan income tax by profit-sharing partners and associates on profits transmitted from Libya by companies after payment of any Libyan company taxes due.

British firms intending to set up operations in Libya are warned of this provision and should consult local taxation advisers at an early stage of their investigations of the market. The British embassy in Tripoli can provide addresses of tax advisers.

Contracts with government departments. It is understood that the Prime Minister's Office has issued a circular requesting all government departments to ensure that all contracts they sign are quoted in Libyan dinars.

Inquiries: OTAR 01-248 5757 ext. 461.

Norway

Import restrictions on radio equipment. On 1 May 1976 restrictions were imposed on the importation of radio equipment and radio control equipment (including construction kits) falling under tariff headings 85.15 and 97.03 respectively. It is now forbidden to import such equipment without special permission from the Directorate of Telecommunications. Permission will be granted in the form of letters to commercial importers; such permits being granted for one year, or, in the case of private and ad hoc imports, by endorsement of the invoice or by special permit. Permits will have to be presented to the customs office in each individual case to effect customs clearance.

The following items are exempt from these regulations:

1 Radio and/or television broadcasting receivers and typical aerials for such receivers
2 Other components (except aerials not mentioned in 1) falling under tariff heading 85.15.

Any cases of doubt should be referred to: The Directorate of Telecommunications, Radio Inspectorate, Universitetsgt. 2, Oslo 1. Norway.

Inquiries: OTAR 01-248 5757 ext. 458/461.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Portugal

Colourings in foodstuffs. Portuguese *Diario da Republica* 213 of 10 September 1976 contained order 563/76, concerning the use of colourings in foodstuffs.

The use of the following colourings in foodstuffs is prohibited:

1 Orchil, orcein – natural organic colouring matter
2 Burnt umber – used for surface colouring

It will be prohibited to market products to which the above colourings have been added after 1 January 1977.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Sierra Leone

Value for customs duty purposes. Government notice 835 published in the Sierra Leone *Gazette* of 9 September 1976 announced that with effect from 13 September the full amount of air freight or air postage will be included in the value for customs duty and not 10 per cent as had previously been the case.

Inquiries: OTAR 01-248 5757 ext. 473/462/471/472.

South Africa

Tariff amendments. The following amendments were published in the South African *Government Gazette* of 24 September 1976.

R 1721 BN 15.08 Tariff heading No 15.08 is restated.
R 1722 BN 32.05.05 The rate of duty on azo pigment dyestuffs with International Colour Index Number 15585, 15850, and 15865 is increased to 20%.

Industrial rebates
R 1723 Item 321.01 BN 32.05. The provision for a rebate of duty on azo pigments dyestuffs with International Colour Index Numbers 15585, 15850 and 15865 is withdrawn.

General rebates
R 1724 Item 401.28. Provision is made for a rebate of the full duty on goods of any description entered by the Government of an area to which self government is granted in terms of the Development of Self-Government for Native Nations in South West Africa Act 1968 (Act: No 54 of 1968).
R 1725 Item 410.03. The provision for a rebate of duty on foundry patterns foundry cores, core boxes, moulding boards, pattern plates and the like, for use in the preparation of sand moulds for the casting of components for motor vehicles, is withdrawn.

Rebates, refunds of excise duty
R 1726 Item 601.01. Provision is made for a rebate of the full excise duty on certain excisable goods for use by the Government of an area to which self-government is granted in terms of the Development of Self-Government for Native Nations in South West Africa. Act 1968.

Rebates, refunds of sales duty
R 1727 Item 701.01. Provision is made for a rebate of the full sales duty on sales duty goods entered for use by the Government of an area to which self-government is granted in terms of the Development of self-government for Native Nations in South West Africa Act 1968.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Spain

Duty suspended on raw cocoa beans. The Spanish *State Gazette*, 23 September 1976, announced the suspension of import duty on raw cocoa beans, tariff heading 18.01.A, valid from 21 September to 20 December 1976.

Manufacturers' marks on motor vehicle parts and spares. The Spanish *State Gazette*, 9 September 1976, published royal decree 2100/1976 authorising the fixing of manufacturers' marks to imported and locally manufactured parts, spares and equipment for the repair of motor vehicles. An English translation of this decree is available from OTAR Section.

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

United States

FD and C red dye No 2. Following the pre-hearing conference of 13 September 1976, the FDA official hearing will take place on 21 February 1977 at Room 4A-35, Parklawn Buildings, Fishers Lane, Rockville, Maryland.

Requests to submit oral testimony must be made no later than 35 days before the date of the hearing, and written evidence submitted at least a month before the date of the hearing.

Further details are available from CRE 01-215 5397.

CPSC petitions for rulemaking. The *Federal Register*, 29 September 1976, published details of procedures for petitioning for rulemaking under section 10 of the Consumer Product Safety Act. Section 10 of the Act provides for the issuance, amendment, or revocation of the consumer product safety rule. The rule is either a consumer product safety standard or a rule declaring a consumer product a banned hazardous product.

Written comments (five copies) should be sent by 28 December 1976 to Consumer Product Safety Commission, Washington D.C. 20207.

Distilled spirits: bottles per shipping case. The *Federal Register*, 29 September 1976, published a regulation by the Bureau of Alcohol, Tobacco and Firearms, to adopt a 48-bottle case requirement for the 200 millilitre size bottles. This regulation came into effect 1 October 1976.

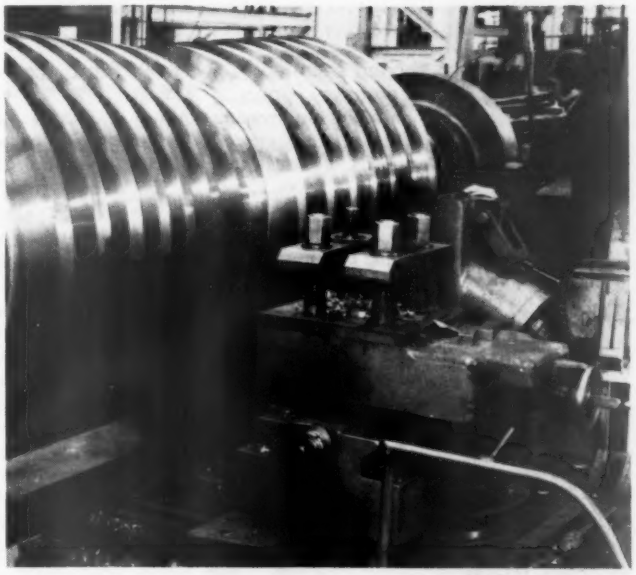
Petrol fuel systems in boats. The *Federal Register*, 30 September 1976, published rules proposed by the US Coastguard in conjunction with the Department of Transport to amend safety standards for petrol fuel systems and applies to all petrol powered inboard boats and boats with permanently installed petrol powered auxiliary engines.

Written comments should be sent by 1 December to Marine Safety Council, US Coastguard, Room 8117, 4007th Street, S.W., Washington D.C. 20590.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Britain turns on the power in South Africa

GEC Turbine Generators Ltd of Trafford Park, Manchester has won a follow-up contract to supply the Duvha power station in the South African Transvaal with three 600MW turbine generators and auxiliary equipment. Part of the order – a 32-tonne intermediate pressure turbine shaft – is seen here being turned in the company's factory in the Midlands. The new order follows one obtained in 1975 for three similar units. The combined orders for 3,600MW of generating plant are estimated to be worth £120 million.



Industrial publicity

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NE1 4TB (Tel: 27575 – Telex 53277).

Yorkshire & Humberside: Mr T. Cooban, City House, Leeds LS1 4JG (Tel: 38232 – Telex Econ Plan 55472 – message to be prefixed for COI).

East Midland: Mr P. T. Brazier, Severns House, 20 Middle Pavement, Nottingham NG1 7DW (Tel: 0602 56181 – Telex 37572 COINOT – G)

Eastern: Mr A. A. McLoughlin, 72-80 Hills Road, Cambridge CB2 1LL (Tel: 58911 – Telex 81187).

London & South Eastern*: Mr R. Dean, OBE, St Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 918881 message to be prefixed for London Region).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 581261 – Telex 848216).

South Western: Mr P. Yorke, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203).

Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 33376).

North Western: Mr P. Porter, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830).

Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, New St. Andrew's House, St. James Centre, Edinburgh EH1 3TD (Tel: 031-556 8400).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, Oxford House, Hills Street, Cardiff CF1 2XG (Tel: 44171 – Telex 49327).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr. E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-928 2345 ext. 271 – Telex 915444).

Overseas trade exhibitions

Largest ever British representation at Spoga

From R. Tempest, second secretary (commercial) British embassy, Bonn

Spoga, the international fair for sporting goods, camping equipment and garden furniture when the products of nearly 200 British firms were exhibited, was held in Cologne from 26 to 28 September 1976. About 140 firms participated in the joint ventures sponsored by BOTB and a number of trade associations.

The record number of exhibitors from Britain offered almost the full range of equipment and clothing for leisure and sporting activities and proved to be a magnet for a large number of the 34,000 trade visitors to the fair. Every third visitor was from outside Germany, presenting many opportunities for gaining contacts and taking orders from a wide spectrum of markets.

Mr M. Lowy (left), marketing director of Unicorn Products Ltd of London, discusses his company's latest tungsten flight dart – patriotic version – with Mr A. Mascini of the Dutch company Cor Du Buy Sport BV at Spoga.

The British exhibitors were a healthy mixture of experienced exporters, long established in many markets, and those who have only in recent years or months decided to look abroad as a means of increasing their market and profitability. Almost unanimous was the verdict that this year's event was much more lively than in recent years. With visitors not only from the EEC, but from many other countries showing an increased interest in the British product, not only from the point of view of price, but also from that of quality and the relationship between the two.

Tennis: main growth market

Tennis once again proved to be the main growth market throughout the world, with an ever increasing demand, bringing increased competition in its train. British firms are however among the leaders with their technical and design improvements.

Sports clothing generally now has a strong fashion element, more noticeable in tennis clothing, football clothing, track suits etc. than in riding clothing, but the trend affects the full range in varying degrees.

Traditional strength

Buyers were naturally drawn to the traditional strength of the British sports goods and camping industries. Main interest was shown in all equipment for track, field and gymnasium sports, tents and camping equipment, water sports – including diving and fishing equipment, climbing equipment, riding equipment, through a wide range of games to darts and curling, and the accessories required. The stands of British garden furniture exhibitors were also a strong attraction to international buyers.

Good orders were booked by a large number of firms, and the quality of inquiries received gave hopes of good business during the next six months. Interviews with potential agents where firms are not yet represented were also a feature of this fair. Such is the business-like atmosphere of the fair that the majority of British exhibitors have already decided they will be exhibiting next year.

British capabilities on show at 'Aquatech'

From L. W. Zonneveld, commercial officer, British embassy, the Hague

'Aquatech', the bi-annual exhibition on water supply and technology in Europe, was held in the RAI exhibition centre in Amsterdam from 13 to 17 September. This time it was staged in conjunction with the eleventh international water supply congress which attracted about 3,000 delegates from all over the world.

The exhibition covered equipment, instruments and installations for the treatment, storage and use of water from almost all European countries and the United States. There were about 270 stands and these were visited by delegates, water technologists and buyers from government and industry.

A British joint venture was staged in the north hall, organised by BOTB in collaboration with the Westminster Chamber of Commerce. It occupied an area of about 156m² in the north hall of the RAI complex, and consisted of seven firms, three of which were on their first joint venture. The United States had the only other national stand which was adjacent to the British joint venture. About 60 UK firms were represented by agents at the exhibition.

Some of the exhibitors in the British joint venture felt that this exhibition had been a most important shop window for their products. A lot of interest was shown, notably from delegates from third world countries. The British exhibitors who showed their capabilities in the design and construction of effluent treatment plant, sewage treatment plant, chlorination plant, trenching machines and reversed osmosis systems reported that a large number of worthwhile inquiries had been received.

The Elga Group of High Wycombe reported that an Iranian government official had shown a definite interest in three of their reversed osmosis systems worth £50,000.

Exhibitors at 'Aquatech' felt it was their most important shop window.

Right notes struck at Düsseldorf hi-fi show

From J. Pasquill, commercial section, British consulate-general, Düsseldorf

Düsseldorf was the venue for the third international hi-fi exhibition held from 24 to 29 August. It was the largest ever with a record attendance of 114,000 visitors, including 8,000 dealers from all over the world, and a record number of 237 exhibitors from 16 countries. The exhibition was an international shop window for hi-fi amplifiers, fm tuners, transcription desks, loudspeakers, turntables, and a comprehensive range of accessories, such as mixers, stereo headsets, styli and cartridges. The international market for hi-fi equipment has mushroomed in recent years, especially in West Germany where sales have increased twelve-fold since 1966. The German market is still only 20 per cent saturated and it is confidently expected that demand will increase by a steady annual 10 per cent over the next few years.

The British audio industry was represented by 16 firms exhibiting under the BOTB joint venture scheme with the Federation of British Audio as sponsors. They showed mostly high-quality loudspeakers, turntables, amplifiers, pick-up arms and styli. New products to the market were record cleaners and microphone stands by Keith Monks (Audio), amplifiers by Radford Electronics (represented by Expotus) and a single-box stereo loudspeaker system, the first showing in the world, by Jordan-Watts.

The popularity of British hi-fi equipment, renowned for its high quality and technical innovation, was shown by the encouraging results achieved. All the British exhibitors reported keen interest in their equipment and were well satisfied with the exhibition, most of them commenting that it was their best showing anywhere. Some firms did good business and others, including newcomers, made valuable contacts with potential customers or agents. Firm orders taken were valued at about £185,000 and considerable follow-up business was expected.

British medical equipment on show in Tel Aviv

From M. Alan Smith, first secretary (commercial) British embassy, Tel Aviv

In association with the British Overseas Trade Board the British Health Care Export Council sponsored a joint-venture pavilion supported by 18 British exhibitors in the medical equipment field at the second Expomedical held in Tel Aviv from 15 to 20 September. The strong group of firms presented equipment including the most sophisticated electronic items, anaesthetic and ventilation equipment, and special beds and disposables. Attendance was confined to professional visitors many of whom were also delegates at a seminar where four expert British speakershad been invited to contribute.

Some of the 18 firms exhibiting in the pavilion were newcomers to the market, others were well-established and respected names. All found the challenge of the Israeli market well worth a serious response and agreed that their presence at Expomedical had been worthwhile and an occasion to be repeated. The 700m² British pavilion could well have been bigger since several late applicants for space were among 31 other British firms occupying space in the Israeli section of the display.

Reproduction furniture goes well in Italy

From J. H. Carter, commercial officer, British consulate-general, Milan

Officially opened by Signor Vittorino Colombo, representative of the President of the Cabinet, the sixth international furniture exhibition was held from 18 to 23 September at the Milan fairgrounds. Fourteen British companies sponsored by the British Furniture Manufacturers Federated Association and the British Overseas Trade Board took part in a joint venture.

The impressive lay-out of the British exhibit was divided into two: period reproduction furniture and contemporary/modern furniture. The British exhibitors claimed to have done good business and they expressed their satisfaction about trade inquiries received both from Italian buyers and particularly those from third countries. Provisional figures show that the 14 exhibitors took orders worth £450,000 compared with £136,000 taken by nine exhibitors in 1974.

Italy has a highly specialised furniture industry and its high-level of exports is an indication of the competitiveness of Italian manufacturers. The international furniture exhibition in Milan attracted a numerous potential clientele from all major world markets. The present market trend in Italy is towards artistic and classical styles, and manufacturers of British genuine reproduction furniture, which enjoys a great reputation in Italy, should be encouraged to exhibit at this fair.

The official joint venture participation at the sixth international furniture exhibition in Milan was undoubtedly a success in spite of Italy's difficult economic climate.

A general view of the joint venture stand.

Garage equipment: Frankfurt fair gives good business

From Harry Homann, pro-consul (commercial), British consulate-general, Frankfurt

Encouraged by the success of those 15 British firms who came to Frankfurt two years ago for Automechanika '74 (International Exhibition of Automobile Workshop and Garage Equipment), 31 British firms took part in this year's event which was held in Frankfurt from 25 to 29 September. Another six British manufacturers were represented by their German agents or subsidiaries, and this total of 37 British exhibitors made up the strongest non-German contingent. The British Overseas Trade Board had again, in collaboration with the Society of Motor Manufacturers and Traders, organised a joint venture in which 28 of the 37 firms participated.

Features of this trade-orientated exhibition were automobile workshop and garage equipment, tools, servicing, repair and maintenance equipment, engine testing and car performance measuring instruments, automotive parts and accessories, which were displayed on a net exhibition area of 34,650m², some 7,500m² more than in 1974. At 670 the total number of exhibitors represented an increase of 94 over the 1974 figure.

The British joint venture exhibitors had on display a wide range of automotive equipment, parts and accessories, including engine testing instruments, shock absorbers, repair and maintenance tools and equipment, oil coolers, radiators, car mats, paints, instruments, mirrors, roof racks, children's safety seats, switches, car key fobs, battery chargers, and similar products. All joint venture exhibitors found their participation rewarding; numerous serious inquiries were received and firm orders booked. They met existing and new customers not only from the German market, but also from a great number of other European countries and from many parts of the world. In addition, it enabled some of the British exhibitors to discuss or finalise agency arrangements with potential distributors and importers in foreign countries.

As a result of more favourable economic prospects, exhibitors came to Frankfurt expecting to do rather better than at the last Automechanika. By the end of the exhibition – which attracted 60,000 visitors (16,000 more than in 1974) from Germany and 63 other countries – it was clear that business had been even better than anticipated. This trend was confirmed by the British participants most of whom expect to exhibit again at Automechanika in two years' time.

Good prospects in US for British fire fighting equipment

From Mr G. S. W. Gush, vice-consul (commercial), British consulate-general, Houston

Five British manufacturers of fire fighting equipment formed part of a joint venture between the London chamber of commerce and BOTB at the annual conference of the International Association of Fire Chiefs held from 20 to 22 September at the Convention Center in San Antonio, Texas. It was the first joint venture at the IAFC. The five British companies and the London chamber were the only exhibitors from overseas. However, approximately 100 participants came from Japan, South America and Canada. Many of the American exhibitors were the largest companies in the fire prevention industry and included, for example, Bell Helicopters, Dupont Company and General Electric. The convention was attended by approximately 3,000 officers from the fire department of cities from coast to coast of the United States.

Many inquiries

Chubb Fire Security Ltd whose heavy duty airfield crash truck, attracted much attention had lengthy discussions with fire chiefs on their crash truck and foam equipment. Vitalograph received many inquiries for their life preserving equipment. Gas Measurement Instruments received leads and gathered important technical information on requirements of the US market. Mandoval Ltd who received many inquiries, was approached by a well known contractor for a large volume of fire protection material.

Encouraged

Walter Frank and Sons obtained valuable market information and held discussions with a prominent manufacturer of fire equipment which were likely to lead to substantial and continuing orders. The British companies were encouraged by the reception accorded their products and will be continuing the discussions which opened up at the convention. They were confident of obtaining good business in the largest fire prevention market in the world.

Well disposed

A great number of American cities are now having to give close scrutiny to the costs of operating fire departments and are looking for equipment of high quality, durability and dependability. The British firms, therefore, found the market impressionable and well disposed towards their products.

Advertising in 'Trade and Industry'

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Increasing interest shown in British shoes

From Mr H. C. von Massenbach, commercial section, British consulate-general, Düsseldorf

At Düsseldorf's 42nd GDS International Footwear Fair from 25 to 27 September the British footwear industry was represented by 15 firms exhibiting under the joint-venture scheme with the British Footwear Manufacturers Federation acting as sponsors. The British representation achieved perhaps the most encouraging results realised at the GDS fairs in recent years by booking orders of about 32,500 pairs of footwear valued at between £230-250,000.

In addition to the many trade inquiries from Scandinavia and especially from the Benelux countries, there was evidence of the German trade taking an increasing interest in the British products. It reacted positively to the collections of high-fashion ladies shoes, men's fashion and top-end-of-trade classical shoes and demonstrated increasing interest in men's leather footwear in the lower price/quality categories. Several British producers were encouraged by the results to take a closer look at the German footwear market, its demands and aspects relating to the servicing of the market.

Over 23,000 trade buyers from 35 countries attended the fair to see the spring and summer 1977 footwear collections of a record number of 427 exhibiting firms from 22 countries, including newcomers from the Argentine and Malaysia. The buying activities of the trade came up to the expectations of most of the exhibitors. For the British and other footwear producing nations this GDS, the last of this season's international footwear fairs, once again demonstrated its appeal to the worldwide footwear trade.

Natural fibres arouse interest at New York fashion fair

From Joan Keith Hardy, commercial officer, British trade development office, New York

At the four-day European fashion fair at the Statler-Hilton Hotel, New York, from 19 to 22 September a record number of 204 exhibitors from 13 countries showed a varied cross-section of women's, children's and men's wear. Although attendance figures were a record for the show, actual sales figures in general were somewhat disappointing. Numerous reasons for this were provided including the generally sluggish state of the United States economy, cautiousness of buyers still recovering from overstocked inventories, and the forthcoming presidential election.

Among the record 38-member British group, the second largest national contingent, one-third were first time exhibitors. One of the newcomers who attracted a great deal of attention was Ulla Heathcote whose original, one-of-a-kind handknits are already being shown exclusively in the United States by Bloomingdales in New York. By using hand-loom machines to translate her intricate 'peasant look' designs, she is now able to offer her collection to a much wider market. Some of the other outstanding successes were John Bates at Jean Varon, a name well-known in the US market, Mary Farrin, Ozzie Clark at Radley and two fashion houses with exquisite cocktail and evening wear, Murray Arbeid and Salvador.

Sportswear was as usual well represented by such firms as M. Waldman, Rally-Klad, Diana Doe, Hamilton Cruise and Play Game. Knitwear was well represented in all fibres.

Some firms' sales were limited by the fact that, having had a very successful selling season in Europe, they were almost sold out on certain lines. However in general those manufacturers whose names have become well known to buyers and those offering the better quality merchandise, achieved the greatest success. In a market which tends to be saturated with synthetics, there was a marked interest in natural fibres of all types with emphasis on cotton, linen and linen blends, cashmere and wool.

The declining value of the pound is certainly a strong factor in the increased interest being shown in British fashion sources. The French, in contrast, with the largest number of exhibitors – 75 – reported considerable resistance to their prices. There was perhaps some indication on the part of the larger store groups of an unwillingness to commit themselves to actual order writing until they were able to see the complete collections at the prêt-à-porter or in London, but in general British exhibitors felt it well worth their while to show in New York, even in those cases where the actual orders are written in Europe. With the smaller fashion speciality stores who are less likely to go to Europe to buy, order taking was good, and there was plenty of evidence of stores, which had booked fairly cautiously at previous shows, returning to report that response had been so good they were increasing the size of their orders this year.

Valuable exposure

While there was, of course, some disappointment among some of the newcomers to the show, particularly those who showed dresses which were considered too similar to domestic lines, even those few who failed to do much business felt that the show had been worthwhile and a valuable exposure to the United States market.

British stride out at Milan footwear fair

From A. MacLeod, vice-consul (commercial), British consulate-general, Milan

For the second successive year, a joint-venture, sponsored by the British Footwear Manufacturers Federation and BOTB was mounted at the eighth international exhibition of footwear, leather and accessories held in Milan from 9 to 13 September. This is the most important autumn footwear exhibition in Italy. Eight British firms took part, with various products. BSC Footwear Supplies Ltd, Mobbs Miller Ltd and Norvic Footwear Overseas Ltd exhibited all types of footwear; William Green and Sons Ltd and Frank Wright Shoes Ltd, shoes for men; Kids and Co Ltd and Start-Rite Shoes Ltd, children's shoes; and Whitney and Westley Ltd, shoes for men and women. Three of the above firms were already represented in Italy. All the firms were well satisfied and three firms had orders for over 6,000 pairs of shoes.

In all, 1,080 firms exhibited and the exhibition attracted nearly 33,000 visitors, 10,000 of whom were from outside Italy. From these figures it will be seen that this show is an excellent arena for foreign as well as Italian buyers to view British products. This is certainly borne out by the encouraging results achieved by the joint venture here.

The British stand at the most important footwear exhibition in Italy.

Overseas trade export services

Dover's eastern docks traffic increases 17 per cent

Figures released by the Dover Harbour Board show that in the first eight months of this year a total of 210,369 lorries passed through the eastern and western docks representing a 17 per cent increase on the same period of last year.

In August there was a 16.69 per cent increase with a total of 23,984 lorries, compared with a total of 20,554 in August 1975.

In the seven-day period ended Monday, 27 September, 6,500 lorries passed through the Dover Harbour Board's car and freight ferry terminal, averaging 929 vehicles per day which is the highest average daily figure yet recorded.

The figures show that the Port of Dover, including both eastern and western docks, has handled 2,584,001 tons of cargo in the period January to August, representing a 8.85 per cent increase on the 1975 figures.

Continued increase

Roll-on roll-off traffic in August continued to increase at a rate of 16.69 per cent for commercial road haulage vehicles both inward and outward, while other roll-on freight showed an increase of 28.76 per cent showing an increase for the month of 9.66 per cent.

Bulk minerals go to Germany by tilt trailer

A shipment of 29 tons of ferro manganese in bulk has been carried by Norfolk Line in two of their standard 12m trailers from Scunthorpe to Duisberg in Germany.

A spokesman for the company said that 'Few people thought of a tilt trailer for bulk loads, but when speed of transit was an important factor the door-to-door system can often meet the requirement.'

The 12m tilt trailers were lined with polythene, and mechanically loaded direct from the ship through the sides of the trailers.

Fawns fly to Germany

One of the more unusual cargoes carried by McGregor Swire Air Services recently was 23 fallow deer fawns destined for a deer park in Germany. Deer warden Richard Price (right) explains some of the problems involved in transporting the deer to marketing manager Rob Waller (centre) of McGregor Swire Air Services. Helping to feed the fawns with a farewell meal of acorns was student James Cordery who has assisted in the project. Following the success of this project, it is hoped that a similar task involving the smaller roe deer will be attempted next year.

Meadows opens larger Japanese office

Steady growth in the volume of shipments to and from Far Eastern markets being handled by leading international freight forwarders Thomas Meadows and Co Ltd has led to the commissioning by the company of a new and larger sales liaison office in Tokyo.

Meadows' original Tokyo office was opened in 1971 in readiness for the start of the Europe-Far East conference containership services early in 1972.

Inflight ads on Middle East routes

Sky Marketing Limited, in association with Gulf Air, the national flag carrier of the developing Arab countries of Bahrain, Qatar, Oman, and the United Arab Emirates, will shortly be introducing Skymaco inflight advertising films as a service to passengers and to companies wishing to expand their products to the Arab market.

Select number

A select number of companies will be able to project their products, services and company image within these films.

Skymaco in-flight advertising films, are 10 minutes long, based on a travelogue backdrop of the Gulf states. Advertising messages are included in the films, which will be shown on all Gulf TriStar trans-continental flights. Each film runs for six months.

Emery expands air freight network in Middle East

Emery Air Freight is expanding its operations in the Middle East and has appointed agents at key airports throughout the region. Main gateway for all Emery traffic from North America and Europe to the Middle East will be London-Heathrow.

Announcing the new services, Jan Schenkels, vice president-Europe, Middle East and Africa, said that Emery had closely studied the requirements of its growing number of customers exporting to the Middle East. The first move was the establishment of a five-times-a-week service from Emery's North American and European offices direct to Tehran. 'This has been in successful operation for almost a year. It's worked well, it's grown steadily and we've learnt a lot,' he said.

Emery is now expanding its operations into several other countries in the Middle East. Agents have been appointed in Cairo, Jeddah, Kuwait, Bahrain and Dubai.

According to Mr Schenkels, most airports in the Middle East have more freight coming in than they have warehouse capacity and as a result the temporary storage is often in the open air. Although rain is not a problem in the Gulf, Saudi Arabia or Egypt, it can be in Iran and the Lebanon. Heat, humidity and direct sunlight are the main climatic problems, while rough handling and the random stacking of freight also necessitate special attention to packaging, he warned.

Emery staff can advise on the degree of protection required and the storage situation is continuously monitored through the agency network. To help minimise the effects of the present inadequate warehouse facilities, Emery packages are prominently labelled to aid identification and improve visibility in a random stack, and smaller packages are containerised wherever possible.

A booklet providing details of the various Emery agents and services to the Middle East – as well as some useful information about local customs and procedures – is available.

'Earl Leofric' re-enters service

British Rail Sealink's car ferry *Earl Leofric* has re-entered service between Dover-Calais and Boulogne, after conversion to a drive-through ship and alterations to provide more space for cars and commercial vehicles.

Conversion of the ship (formerly named *Holyhead Ferry I*) has increased its vehicle carrying capacity to 205 cars or 26 × 40 ft commercial vehicles, or a mix of the two. The ship can also convey up to 725 passengers.

Major modifications

The major modifications included stripping the upper deck to give greater headroom on the car deck and space for fitting portable car decks and ramp sections to the main deck area. The main deck has been strengthened to take roll-on, roll-off commercial vehicles and the forward end of the ship modified to incorporate a bow visor and inner bow door for drive-through operation.

Increased Red Sea capacity for Recon Line

The Brostrom Group will add a third container vessel to the Recon Line service to Jeddah, Saudi Arabia.

MS *Indus*, built in 1969 with a deadweight of 12,650 tons and a container capacity of 300 20 ft trailer equivalent units (TEUs), will, after rebuilding, join the service in mid October.

Recon Line, represented in the UK by the Brostrom organisation, Swedish Lloyd (UK) Ltd, started in May this year with the two container vessels *Balticland* and *Brageland* and the roll-on, roll-off pontoon *Goliat 2*, which is an important part of the new handling technique Recon Line introduced to by-pass the congestion in Jeddah.

Recon Line are also adding a second ro–ro pontoon for the operations in Jeddah. *Goliat 3* with a deck area of 2,000m² and a loading capacity of 8,000 tons or 300 TEUs leaves for Saudi Arabia at the beginning of October.

Lep north west expands to cope with Middle East traffic

The increase in traffic from the north west of England to the Middle East has been such that Lep Transport's Manchester office has formed a new department specifically to handle traffic from the north west area to key destinations in the Middle East.

The Middle East export services will ensure that whatever local exporters manufacture – from heavy industrial machinery to textiles – services can be offered to meet individual requirements.

From Manchester, services will include overland trailers, groupage and full load containers using the many and varied routes and transport modes available.

Receiving point for all traffic will be Lyons Road Freight Depot, Lyons Road, Trafford Park, Manchester 17.

Quicker connections on overseas telephone calls

Some changes aimed at speeding up operator-connected telephone calls to Cyprus, Israel and a number of African countries have been introduced by the Post Office.

The move will help ease congestion – particularly on the 108 service – at one of the main international exchanges in London where these calls are handled at present. In future, they will be handled at a different exchange in London or at one of three provincial international exchanges – at Brighton, Leicester or Glasgow.

Countries directly affected are Cyprus, Israel, Kenya, Tanzania, Uganda and the Republic of South Africa – with customers given different codes to dial from those used at present to place their calls.

Barclay's NEC branch

Barclays Bank have opened a branch at the National Exhibition Centre. Through this new branch Barclays can give specialist financial advice to exhibitors, their customers and potential customers both home and overseas.

Can you help exporters?

If your company provides services for exporters in, for example, the packing, forwarding, shipping air and sea services, banking, translation or any other related field, we would be glad to have news of any new developments, together with a good newsworthy photograph. This 'Export Services' feature will be published at regular intervals in future as part of the service which *Trade and Industry* provides in its Overseas Trade section. Material should be addressed to the Overseas Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Colin Beadle at T. G. Scott's on 01-242 6264.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million 18,054	10,399	1,807	1,976	£ million		
1970	100	31,644	9,380	2,130	1,799	425	325	68	−14	733	−25	758
1971	102	32,505	9,544	1,991	1,930	70	−148	52	22	1,084	280	804
1972	104	34,402	9,754	1,739	2,071	−18	−145	48	15	154	−702	856
1973	110	35,935	10,008	1,872	2,362	1064	404	102	382	−736	−2,334	1,598
1974	110	35,612	9,805	2,024	2,251	597	666	81	−111	−3,347	−5,220	1,873
1975	108	35,374	9,767	1,737	1,964	−648	−392	−111	−23	−1,673	−3,204	1,531
1973 4th qtr	110	8,986	2,513	467	615	205	91	32	47	−395	−949	554
1974 1st qtr	106	8,853	2,532	510	591	−176	−21	18	−38	−822	−1,288	466
2nd qtr.	111	8,814	2,339	502	562	295	197	43	19	−858	−1,355	497
3rd qtr.	112	8,956	2,418	501	548	373	358	3	−39	−763	−1,242	479
4th qtr.	111	8,989	2,516	511	550	105	133	17	−53	−904	−1,335	431
1975 1st qtr.	110	8,989	2,490	471	497	−176	18	−31	−38	−452	−852	400
2nd qtr.	108	8,851	2,394	444	495	−254	−105	−54	−66	−366	−681	315
3rd qtr	107	8,776	2,496	416	496	−156	−234	−29	38	−561	−989	428
4th qtr.	108	8,758	2,387	406	476	−62	−70	4	43	−294	−682	388
1976 1st qtr.	109	8,866	2,457	402	460	−33	31	23	12	−39	−473	434
2nd qtr.	108	8,789		411	475		−130	−22	−55	−553	−1,040	487
% change last 2 qtrs. on prev. 2 qtrs.	+1.3	+0.7	−0.9	−1.1	−3.8							
on a year earlier	−0.1	−1.0	−3.2	−11.1	−5.7							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages									On a balance of payments basis: at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907	1970 7,932
1971	100.4	99 6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	854.9	3.7	147.3	106.6	116.3
1973	110.2	110.8	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	121.8	133.9
1974	106.3	108.1	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.5●	2.6●	302.2●	130.1	135.2
1975	101.0	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.0	929.0	3.9	148.2●	124.9	125.6
1974 3rd qtr.	108.4	109.9	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7	133.4	136.4
4th qtr.	105.0	105.8	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	126.5	133.0
1975 1st qtr.	104.4	105.9	111.3	108	122.0	20.3	220.9	176.0	163.6	737.8	3.1	..	128.9	125.4
2nd qtr.	100.1	100.4	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	122.6	122.2
3rd qtr.	98.4	99.5	105.5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.2	133.6	120.0	127.4
4th qtr.	100.3	100.0	105.8	84	144.2	25.3	256.1	199.1	193.8	1,132.1	4.8	113.6	128.3	127.2
1976 1st qtr.	101.5	101.5	107.3	106	149.4	22.5	266.5	206.9	205.5	1,223.2	5.2	115.5	131.6	124.0
2nd qtr.	102.2	103.3	106.7	106	154.9	16.0	292.6	214.4	212.4	1,246.5	5.3	119.6	137.1	137.1
3rd qtr.							306.6 p	223.1 p		1,307.5	5.5	124.7		
1975 Sept.	100.0	100.1	106.1	120	140.5	26.6	243.2	194.9	186.0	1,034.4	4.4	131.1	121.9	123.1
Oct.	100.6	100.5	104.8	85	142.5	25.9	252.3	197.0	187.5	1,088.7	4.6	118.9	130.5	128.9
Nov.	100.7	100.5	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.8	111.8	123.4	128.0
Dec.	99.6	99.0	107.0	87	146.0	24.9	259.5	201.5	198.2	1,174.6	5.0	110.1	130.9	124.7
1976 Jan.	101.0	101.6	109.8	115	147.9	23.4	261.5	204.8	202.1	1,210.5	5.1	111.1	131.5	125.1
Feb.	101.9	101.4	107.1	101	149.8	22.9	263.9	207.3	206.4	1,232.4	5.2	113.5	128.4	127.0
Mar.	101.7	101.6	105.5	101	150.6	21.2	274.2	208.6	207.9	1,226.6	5.2	122.0	134.9	119.9
Apr.	102.1	102.9	108.5	118	153.5	18.9	286.3	211.5	210.1	1,233.7	5.2	123.9	134.8	134.0
May	104.1	105.9	105.7	112	155.2	15.4	292.0	214.8	211.4	1,250.0	5.3	120.6	138.2	139.7
June	100.4	101.0	106.1	88	156.0	13.8	299.6	217.0	215.7	1,255.7	5.3	114.3	138.4	137.7
July	101.9	103.4	108.3	87	156.3	12.9	302.0	219.8	217.6	1,294.6	5.5	117.6	129.8	140.0
Aug.			108.9	115	158.5	13.8	303.9 p	223.3 p	217.7 p	1,309.4	5.6	127.5	132.3 p	131.7 p
Sept.				94 p			314.0 p	226.2 p		1,318.6	5.6	129.0		
% change latest 3 months on prev. 3 months	+0.2	+1.4	+1.0	−6.9	+2.5		+4.8	+4.0	+3.4	+4.9		+4.3	−2	+4
on a year earlier	+2.5	+3.6	+2.8	−4.2	+13.5		+28.2	+15.4	+17.7	+30.8		−6.7	+12	+7

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ● Average of 11 months

Inquiries: 01-215 3453

New companies registered in Northern Ireland during September

During September 1976 62 private companies with a total nominal capital of £1,593,200 were incorporated. One public company without a share capital was incorporated in the same month.

During the period January-September 447 companies with a total nominal capital of £13,231,160 were incorporated as compared with 396 companies with a total nominal capital of £12,208,397 in the same period in 1975.

Business Monitors

The following titles and issues of Business Monitors are now available:

Production series

Monthly at £2.22 each a year post free:

PM 33-36	Engineering (volume indices of sales and orders) for June 1976
PM 381	Cars and commercial vehicle production for August 1976
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PQ 335	Textile machinery and accessories for first quarter 1976
PQ 399.12	Miscellaneous metal goods for first quarter 1976
PQ 449.2	Gloves for second quarter 1976
PQ 484.2	Miscellaneous manufactures of paper and board for second quarter 1976

Service and Distributive series

Monthly

SD 6	Instalment credit business of finance houses for August 1976
SD 8	Instalment credit business of retailers for August 1976

Miscellaneous series

M 1	Metal vehicle registrations for August 1976

Business Monitors in the Production series and Miscellaneous series, and certain Monitors (nos SD 1 and SD 6) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121/497122 – Answer back BSO Newport), from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 30p a copy post free. Please send payments for all orders below £5. The annual Monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department of Trade's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

'Economic Progress Report' for October

The leading article in this month's issue of the Treasury's *Economic Progress Report* places government measures to alleviate unemployment announced on 23 September in the context of the government's economic and industrial strategy.

The article begins by looking briefly at the general problem of unemployment in Britain and abroad. After describing the action taken by the government to assist industrial investment and help industry generally, the article sets out the various schemes which have been introduced to mitigate unemployment and looks at the success they have achieved. Since the 1975 budget, the government has made available over £500 million to create or keep open 500,000 jobs or training places and more than £300 million has been spent or made available to encourage industrial investment and expansion.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Monthly economic assessment

The Treasury's latest monthly economic assessment shows a more hesitant recovery over the summer months. The rise in industrial production has slowed down, with falls in production by the fuel and water industries which were affected by hot dry weather and in construction. Export volume has fallen in recent months and there was a surprising fall in stocks in the second quarter. Unemployment has gone on increasing but at a slower rate in recent months. Business opinion surveys, however, remain firmly optimistic about further growth this year and the construction and engineering industries have reported increased orders. Past depreciation of the pound and the effects of the drought have checked progress in bringing the inflation rate down. A somewhat higher rate of monetary expansion has been followed by higher interest rates and a call for special deposits.

This month's assessment also includes a special feature on Britain's overseas earnings: this contains three charts which show, respectively, the relative importance of the main categories of overseas earnings in 1975, the trend since 1963 in Britain's share of the total exports of manufactures from the 11 main manufacturing countries in the OECD and recent movements in the competitiveness of UK export prices and the relative profitability of exports.

The 12 charts give a broad view of the movements of some of the main economic indicators in the economy since 1974; a table containing the most recent figures is included.

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ENCIRCLE TI 224 ON PAGE 183 FOR FURTHER INFORMATION

Turnover of the catering trades in August

Catering turnover in August, at current prices and after seasonal adjustment, was slightly less than the higher level of the previous month.

The total turnover of the catering trades, at current prices and after seasonal adjustment, in the three months' period June to August 1976 was 7 per cent more than in the preceding three months March to May 1976.

Recent percentage increases compared with a year earlier (*not* seasonally adjusted) for the main kinds of business are as follows:

	All caterers	Licensed hotels and holiday camps	Restaurants cafes and fish and chip shops	Public houses	Canteens
1975 3rd quarter	20	17	13	24	17
4th quarter	17	16	13	20	14
1976 1st quarter	13	16	9	14	17
2nd quarter	17	19	11	18	14
1976 March	12	12	8	14	15
April	21	22	18	24	11
May	12	17 r	7	12	17
June	17	20	10	19	14
July	14	20	12	13	13
August	11	15	11	10	13

(r = revised figure).

NB. 1. The Easter Bank holiday fell entirely within the April trading period this year, whereas in 1975 it was in March.
2 The Spring Bank holiday fell between the May and June periods this year, whereas in 1975 it was entirely in May.
3 The Summer Bank holiday fell between the August and September periods this year, whereas in 1975 it was entirely in August.

Turnover for all caterers in the three months June to August 1976 was 14 per cent more than in the same period a year earlier. The largest increase was of 19 per cent for licensed hotels and holiday camps. Public houses (the largest component of the all-caterers index) reported an increase of 14 per cent, canteens (the smallest component of the index) an increase of 13 per cent, and restaurants, cafes, and fish and chip shops an increase of 11 per cent.

Inquiries: 01-215 3177.

TABLE 1 Turnover of all caterers seasonally adjusted

Index numbers of turnover per week† 1969 = 100

	Value at current prices (turnover in 1969 – £2,533 million)
1969	100
1970	108
1971	118
1972	131
1973	148
1974	170
1975	201
1974 1st quarter	159
2nd quarter	166
3rd quarter	173
4th quarter	180
1975 1st quarter	187
2nd quarter	198
3rd quarter	208
4th quarter	210
1976 1st quarter	215
2nd quarter	229
1975 January*	186
February	188
March*	188
April	191
May	195
June*	207
July	210
August	213
September*	202
October	208
November	208
December*	214
1976 January	214
February	214
March*	218
April	224
May	225
June*	237
July	239
August	237
1976 March-May	222
1976 June-August	238
Percentage increase	7

† The monthly periods consist of four weeks except those marked * which are of five weeks. The August 1976 period was the four weeks from 1 August 1976 to 28 August 1976; the August 1975 period was the four weeks from 3 August 1975 to 30 August 1975. The series are now finally rebased using the detailed results of the large scale inquiry into the catering trades for 1969. A full report on the 1969 inquiry was published in November 1972 under the title 'Catering Trades 1969: Statistical Inquiry' (HMSO, 32p net).

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 8 October 1976.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Bon Bini Welcome	BR/E 38787/10/10/81	15	4 October	Columbia Warner Distributors Ltd	Global Films Ltd and Queensway Promotions Ltd
Picnic At Hanging Rock	BR/E 38789/10/10/81	115	8 October	GTO Films (Distributions) Ltd	Picnic Productions Pty Ltd
Movietone News 2470	BR/E 38636/10/10/81	8	8 October	British Movietonews Ltd	British Movietonews Ltd
			COMMUNITY		
Occasional Work Of A Female Slave	EC/38785/10/10/81	90	7 October	Cinegate Ltd	Kairos-Film, Munich
The Last Woman	EC/38786/10/10/81	109	7 October	Columbia Warner Distributors Ltd	Flamini Produzioni Cinematografiche, Rome and Productions Jacques Roitfeld, Paris
Carambol's Car	EC/38788/10/10/81	11	7 October	Supreme Film Distributors Ltd	Albatros Films, Paris
Cry Onion	EC/38791/10/10/81	91	8 October	Columbia-Warner Distributors Ltd	Compagnia Cinematografica Champion Spa, Rome, CIPI Cinematografica, Madrid and TIT Filmproduktion GmbH, Monaco
			FOREIGN		
Farewell Friend	F 38790	93	8 October	Cinema International Corporation (UK)	Greenwich Film Productions, Paris

CORRECTIONS TO THE REGISTER

The playing time of the film 'The Spoilers' (F 38769), registered on 16 September 1976, has been corrected to 104 minutes.
The registration number of the film 'My Ain Folk', registered on 18 December 1974, has been corrected to BR/E 37865/22/12/79.

NOTE

The title of the film registered as BR/E 38781/3/10/81 on 1 October 1976 should have read 'Wang Yu's Seven Magnificent Fights'.

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ENCIRCLE TI 225 ON PAGE 183 FOR FURTHER INFORMATION

Production of man-made fibres in July

In the three months ended July 1976 the volume of production of man-made fibres, seasonally adjusted, was estimated to have been 3 per cent less than in the three months ended April 1976. Total production by weight of man-made fibres in the period January-July 1976 was 12 per cent higher than in January-July 1975, output of continuous filament increased by 17 per cent and staple fibre increased by 8 per cent.

Man-made fibre production

Thousand metric tons

		Total	Continuous filament (singles)	Staple fibre
1968		539.1	241.8	297.4
1969		553.9	252.5	301.5
1970		599.4	257.6	341.9
1971		613.1	276.4	336.7
1972		626.5	264.0	362.5
1973		730.8	305.6	425.3
1974		627.6	271.0	356.6
1975		562.5	246.5	316.0
1975	1st quarter	129.1	56.4	72.7
	2nd quarter	148.8	61.9	86.9
	3rd quarter	134.1	58.5	75.7
	4th quarter	150.4	69.7	80.7
1976	1st quarter	159.8	70.0	89.8
	2nd quarter	157.5	69.7	87.7
1975	January	42.1	18.2	24.0
	February	42.6	17.6	25.0
	March	44.3	20.6	23.7
	April	48.1	20.0	28.1
	May	53.6	22.3	31.4
	June	47.0	19.6	27.4
	July	47.0	19.3	27.7
	August	40.8	17.9	22.8
	September	46.3	21.2	25.1
	October	55.1	24.0	31.1
	November	49.1	23.6	25.5
	December	46.2	22.1	24.1
1976	January	53.3	24.1	29.2
	February	52.3	22.6	29.7
	March	54.1	23.2	30.9
	April	53.1	22.1	31.0
	May	53.6	23.9	28.6
	June	51.8	23.7	28.0
	July	46.7	21.1	25.6

Index of the volume of production

1970 = 100

1968	87
1969	92
1970	100
1971	106
1972	107
1973	127
1974	111
1975	101

		Actual	Seasonally adjusted
1975	1st quarter	92	91
	2nd quarter	104	101
	3rd quarter	96	101
	4th quarter	112	111
1976	1st quarter	116	114
	2nd quarter	115	112
1975	January	85	83
	February	95	97
	March	96	93
	April	103	102
	May	111	109
	June	98	93
	July	95	100
	August	89	99
	September	103	105
	October	116	110
	November	114	112
	December	105	110
1976	January	116	113
	February	118	120
	March	113	108
	April	115	114
	May	114	111
	June	117	111
	July	105	110

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1974, and may be subject to slight revision when the complete figures for 1975 are incorporated.

Inquiries: 01-212 0017 or 01-212 6474.

Wholesale price indices in September

Output prices

The provisional price index for the home sales of manufactured products increased by 1¼ per cent in September to 226.2 (1970 = 100).

September's rise of 3¼ per cent in the provisional price index for the food manufacturing sector was the largest monthly increase since January 1975. Most products showed price increases with the higher price for milk making the largest contribution.

The index for manufactured products other than food, drink and tobacco was 1 per cent higher as a result of increases spread across all sectors. This index rose 4¼ per cent in the third quarter of 1976 compared with 3¼ per cent in the same period last year.

The change in the index for all manufactured products measured over a 12-month period rose again, from 15½ per cent for August to 16 per cent for September.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry rose by 3¼ per cent to 314.0.

Price increases for most home-produced and imported materials were responsible for the rise of 6 per cent in the index for materials purchased by the food manufacturing industries. The higher price of milk for liquid consumption and for manufacturing was the most significant item.

The index for materials purchased by manufacturing industry other than the food, drink and tobacco industries rose by 2¾ per cent in September. This increase was due to higher prices for many imports, particularly crude oil, mainly reflecting the renewed depreciation of the pound against major foreign currencies. The full effect of the depreciation in the second half of the month will be shown in the index for October.

1970 = 100

	July	August p	September p
Output prices (home sales)			
All manufactured products	219.8	223.3	226.2
Products of manufacturing industry other than food, drink and tobacco industries	227.5	231.2	233.5
Products of the food manufacturing industries	227.9	232.8	240.5
Prices of materials and fuel purchased			
By manufacturing industry	302.0	303.9	314.0
materials	309.3	311.5	322.7
coal, gas and electricity	232.0	232.0	232.0
By manufacturing industry other than food, drink and tobacco industries	324.6	325.9	334.0
materials	337.9	339.2	348.6
By food manufacturing industries	251.7	254.2	269.1
materials	251.7	254.2	269.6

p = provisional.

Inquiries: 01-215 3157.

The full version of this article will be published next week.

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A = annually M = monthly Q = quarterly 6M = every six months.

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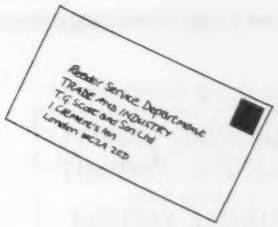

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Registered as a Newspaper Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Department of Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.

ISBN 0 11 724596 8